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Board of Trade Journal

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The Kuwait Market Matures

By A. B. Ball, Commercial Secretary, British Embassy, Kuwait

THE LAST TWO or three years have been a period of great political and economic change in Kuwait. The first budget has been published. The Constitution has been brought into force. The first elections have been held, and the first Parliament is now sitting. Kuwait has assumed full responsibility for the conduct of her external affairs, and there is no longer a Political Agency.

It is interesting to begin, by looking back to see what we said about it in our two previous articles, six and three years ago. The first was written at a time when the boom in Kuwait's development and spending was getting into top gear. In the second we said 'The Kuwait Market Settles Down'. It was evident by then that 1959 represented the crest of a wave which had already been broken. Business in Kuwait now presents a calmer and less exciting picture. The level has risen again from the comparative trough of 1960. It is, however, very much different in character and, although there are some unhealthy signs, nevertheless, the long-term economic prospects are good.

Kuwait's imports rose in the three years to 1959 from £75 million to £90 million. During the same period imports from Britain fell from £25 million to £18 million. In 1960 Kuwait's imports fell to £82·9 million, and Britain's sales to Kuwait reached a new low point of £15·1 million. Imports rose again in 1961 to £89 million, and when figures are issued for 1962, it is almost certain that they will prove to be somewhat higher. These figures are approximate: accurate information is very hard to come by. Kuwait Customs statistics are issued in arrears, and differences in coverage prevent any true comparison with the figures put out by the countries exporting to Kuwait. According to Kuwait's figures, the leading suppliers in 1961 were the United Kingdom with £19·8 million, the United States with £17·9 million, Germany with £8·7 million and Japan with £7·9 million.

The figures produced by these countries themselves, however, were United States £20·1 million, United Kingdom £16·8 million, Japan £9·3 million and Germany £7·3 million. After making all possible allowances for difference in calculations, therefore, it is impossible to arrive at anything more than an approximation, especially as the Kuwaiti Customs statistics cannot readily be used to give figures by country and commodity together. Board of Trade figures for British exports to Kuwait in 1962 show a total of £17·8 million: a useful recovery from 1960.

Members of the recent London Chamber of Commerce Trade Mission to the Arabian Gulf States received in audience by H.H. The Amir of Kuwait at the Siif Palace.

Although accurate comparisons are difficult, the pattern is reasonably clear. When oil production in Kuwait began to rise in the early 1950s, manufacturers in many foreign countries became interested in the market for the first time. It was to be expected that the British percentage share would fall as time went by. But only a comparative failure to meet foreign competition could have caused our actual cash sales to drop during the vital years of 1957-1959, when Kuwait's purchases were rising sharply. Our shortcomings covered many different aspects. Among the most important were prices, which rose more rapidly than those of our competitors, deliveries, which were not only long, but in which we acquired a bad

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Front Cover Photograph

Shaikh Fahad Street, one of the principal shopping streets in the town of Kuwait. The State of Kuwait is about 5,800 sq. miles in area and the total population at the 1961 census was 321,621. The revenue from oil operations is being utilized for large scale development works, including power stations, schools, medical facilities and the supply of fresh water to Kuwait town.

Photo: Kuwait Oil Co., Ltd.

The Kuwait Market Matures (*Continued*)

reputation for broken promises, and neglect of personal attentions such as frequent business visits, and services to travelling Kuwaiti businessmen, which are of paramount importance in dealing with a market of this type. There are now definite signs of improvement from the nadir of 1960. The number of visits paid by British businessmen to Kuwait has begun to rise again. It is some time since the Commercial Secretariat dealt with a justified delivering complaint and if our prices have not fallen, those of our competitors seem to be rising. Our credit terms are competitive and acceptable.

Nevertheless, our leading position in the market has been either taken from us (according to one set of figures) or is at least being seriously challenged (according to the other) by the United States. Other countries, such as Germany, Japan, Italy, India and France, are coming up rapidly behind. It is appropriate to examine the reasons for this and to see whether there is anything we can do about it.

The Kuwaiti authorities set out some years ago to see that all classes of population received the benefit of the oil revenues and, in particular, to provide the most comprehensive social services. The task was one of building a modern state, in this comparatively isolated country with its poor climatic conditions and its complete dependence on imported materials, foodstuffs and, to a large extent, labour also. The necessities of the situation forced the Kuwait Government into the position of the largest purchaser of nearly every product, with the exception of certain obvious luxury goods. They are also the largest employers of labour, both foreign and imported either directly or through contractors. The oil companies follow them in both these respects and their trading and contracting operations are similar to those of the Government in their effect on the economic life of the country. Kuwaiti participation in Government and oil company work is secured by regulations obliging these bodies to purchase their requirements from local firms and to put out their contracts locally also.

The effect of this is to make the official call for tender the governing factor in deciding whether any product is competitive in

(*Continued on page* 925)

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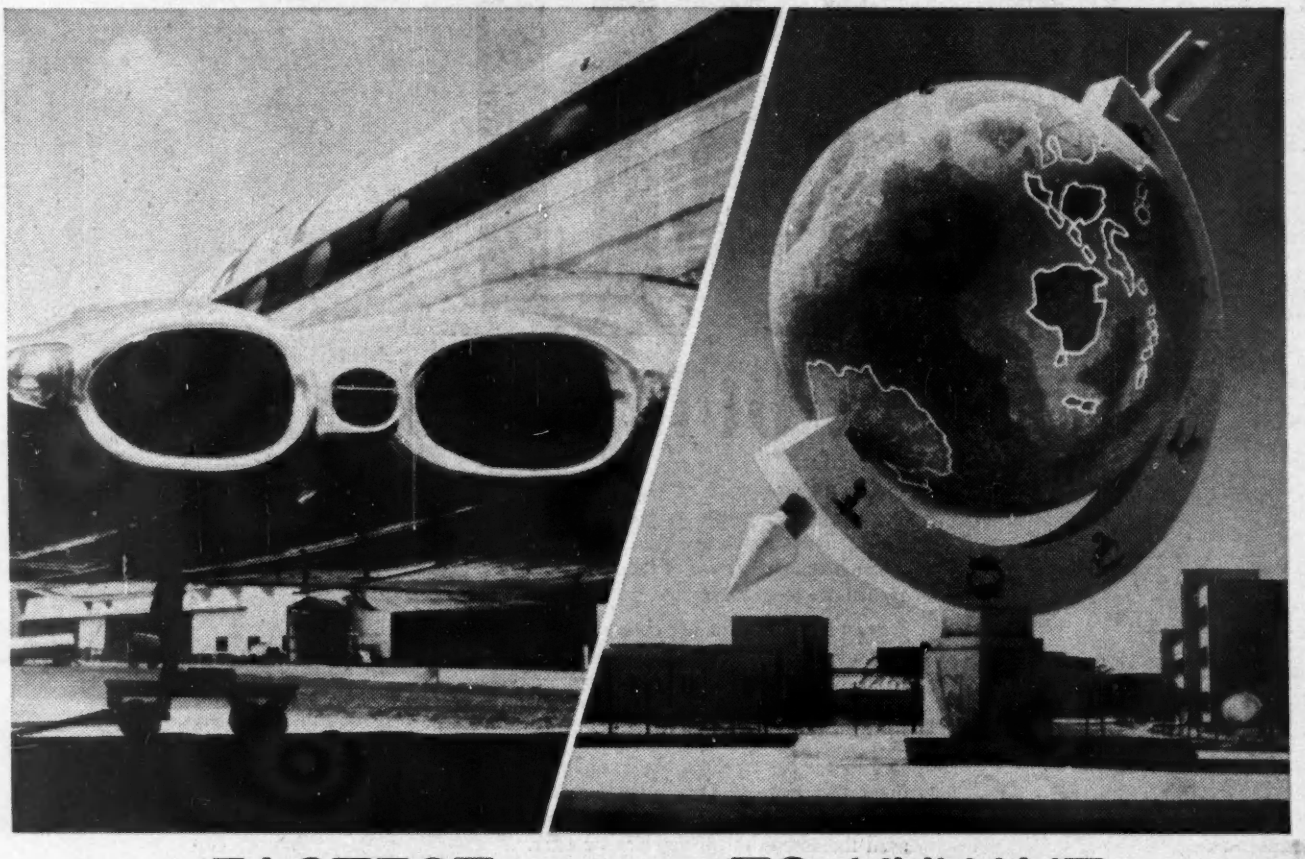

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Thursday	11.00	18.00	22.25
Friday	10.45	19.40	00.10 (Sat.)
Sunday	11.00	19.35	00.10 (Mon.)

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The Kuwait Market Matures *(Continued)*

the market (by 'official', in this article, I mean government or oil company, unless otherwise specified). The official requirement is normally for a product which will meet either the standard specification or one written for the occasion. The specification secured, and the delivery period adequate, the decisive factor is then price. A Kuwait agent will not normally undertake to push a product in the private sector, unless he has a chance to earn his bread and butter from official purchases.

Margins in official tendering have been reduced almost to vanishing point by excessive competition. As the volume of money spent in Kuwait and the opportunities open to traders and contractors have become better known, more and more firms, both local and foreign, have entered the lists. It might be that over the last few years the consumpton of a certain product has doubled, but that, in the meantime, three or four times as many people are interested in it. This is unhealthy in that some of the Kuwaiti firms, through whom foreign suppliers are forced to deal, are undercutting each other to the extent that they are not making enough to maintain an efficient organization without dipping into their capital. The absence of internal taxes and the possibility of an occasional contract have so far cushioned the market against the effects of this, but there will be no real permanent security until business is placed on a more rational basis. Intense competition has led to a system of discounts in the retail market which is making it more and more difficult to say what the true selling price of many articles is.

The picture painted in the preceding paragraphs is perhaps a little discouraging. The difficulties set out therein should not deter the enterprising exporter. It is no longer so easy to make sales in Kuwait as it used to be, but there are still a lot of sales to be made. The Kuwaiti merchants look back with nostalgia upon the boom of 1959 but there was, nevertheless, as much business done in 1962, and there will probably be more in 1963 and during the next few years.

Rise in Revenues

Revenues are rising. The first published budget was that of the current financial year, which provides for revenues of £174.9 million and expenditure of £173.1 million, the difference consisting of a token 1 per cent. placed to the reserves. The entry into the field of other oil companies besides the Kuwait Oil Company during recent years would appear to secure for Kuwait an increasing production and with it rising revenues.

(*Continued on next page*)

A de Havilland Comet 4C for Kuwait Airways was delivered at Hatfield recently in the presence of His Excellency Shiekh Sabah Al Salim, the Heir Apparent of Kuwait. Mr. Nisf Al Yusuf Al Nisf (left), chairman of Kuwait Airways is seen accepting the aircraft log book from Sir Aurbrey Burke, chairman of the de Havilland Aircraft Company. With them (left to right) are Mrs. A. S. Wheate, Mr. Mohammed Al-Herbish, Kuwait Charge d'Affaires in London; and Mrs. Al-Herbish, Mr. Abdussalam Shuaib, vice-chairman of Kuwait Airways; and Mr. Abdulla Al Samhan, director general of Civil Aviation in Kuwait.

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KUWAIT

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Deposits KD 25,000,000

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Correspondents throughout the world

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Comprehensive International Banking Facilities

The Kuwait Market Matures (*Continued*)

Large scale government development continues. There still remain substantial projects to be undertaken. The search continues for suitable industrial projects to provide a more diversified basis for the country's economy. So far, there has not been much success but, even this may be taken as an encouraging sign of Kuwaiti unwillingness to enter into a project of undertaking for which a sound long-term basis cannot be demonstrated.

The population at the last census was just over 320,000. Of these about half have been attracted from other countries by the prospect of employment or profits. The national income per head is probably the highest in the world, and the standard of living and level of expenditure of all classes of the community is higher than that of people in comparable status of life in very many other countries.

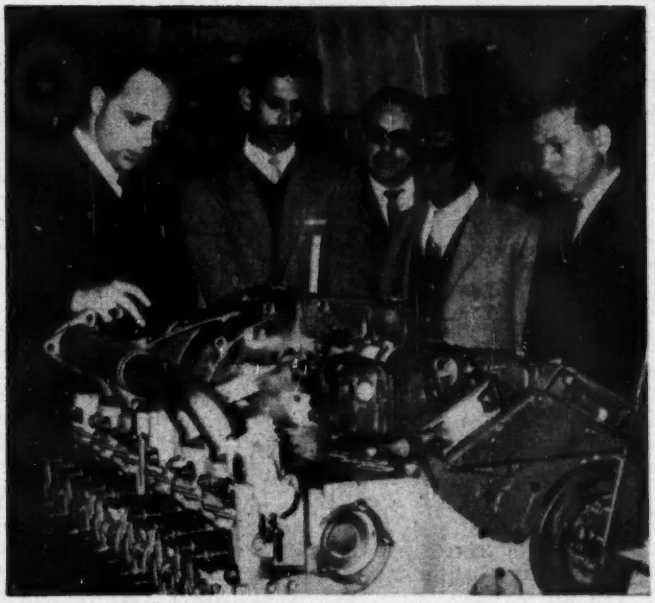
This is not to say that the money available is spent in ostentatious waste. There are exceptions, but people of all classes in Kuwait appear to be more interested in solid comfort than in ephemeral show. All kinds of high quality consumer goods find a market and the outlets for products of the most modern western type increase both with rising standards, and with the spread of western ways among the population.

Outstanding Passenger Car Market

The market for private cars is outstanding and, after many years of disappointment, the British performance shows encouraging signs of improvement. There is a high demand for clothing and textiles and here again we are doing much better, particularly in ready-made clothing, than might have appeared possible a few years ago. It is true, however, that we have a reputation – perhaps unjustified – for not being so good in lighter clothing and fabrics as in heavy types, and three mild winters have hit the woollen textiles and garment trade badly. Consumption of foodstuffs is high, but competition is fierce, and it has proven very difficult indeed to place new agencies of late. Government and oil company development provides a good, if erratic, market for capital equipment. The types of this in demand, after the requirements of the oil industry, are largely those connected with power generation, civil construction, telecommunication, broadcasting and television.

The desire on the part of Kuwait Government to appoint qualified consultants to plan and oversee their projects has drawn an excellent response from British firms. British consulting engineers have been responsible for or are now designing a large number of important schemes. We have not had comparable success on the contracting side, but even here a British firm has recently secured the first large civil engineering contract, other than supervisory, to go to the United Kingdom for some years. It is noticeable also that some major foreign contractors are ordering a fair proportion of their equipment from Britain.

Part of an order of 40 switchboards for the Ministry of Electricity and Water, Kuwait, being assembled at the Blackwood works of South Wales Switchgear Ltd.



Recent visitors to AEC Ltd's main factory at Southall, Middlesex, were a four-man delegation from the newly formed Kuwait Transport Company. The delegation are seen inspecting an AEC horizontal diesel engine as fitted in the AEC range of underfloor engined bus and coach models, right to left—Fahad Abdul Mohssen Au-Nafisi (Deputy Director and Leader of the Delegation); Sultan Ajed (General Manager); Yahya Al-Janabi (Representative of the Ministry of Interior—Traffic Dept.); Daoud Massaed As-Saleh (Member of the Board of Directors); and Mr. L. H. Morey (Middle-East Zone Manager, AEC Export Division).

It is not the purpose of this article to duplicate our periodic economic reporting, in the course of which we try to keep the picture of Kuwait and its development up to date. I have no intention of setting out in detail the trade opportunities in every field, which are in any case readily available from Export Services Branch of the Board of Trade in London. Rather, I hope to give a fair picture of the market, which, while not concealing the difficulties, should encourage the exporter to make the additional effort by which it is possible here to secure large rewards.

The golden rules for success are similar to those which are practised by efficient exporters in most markets. So far as Kuwait is peculiar, it is in the extra care needed in the selection of a suitable agent, and this is the field above all others, in which the Commercial Secretariat can be of assistance. The necessity for a good agent is paramount. Although it is legally possible to sell to Kuwait without one, success in official tenders cannot be secured unless a Kuwaiti firm is engaged. On the other hand, it is difficult to interest Kuwaiti firms in most products, unless at least the prospect of a large government order can be dangled before them.

Pay the Agent Attention

Once the agent is selected, the important thing is to pay him attention. He must be assisted, supported, and prodded, not by correspondence alone, but also by personal visits. The number of enterprising and competent firms in this small market, while still perhaps inadequate, is increasing with the growth of experience, and with the entry of a new generation of educated and ambitious young men into business. Nevertheless, there is still a shortage of staff such as clerks, storekeepers and typists. The results achieved by letter writing are often disappointing. The assistance that we, and the active and enterprising Kuwait Chamber of Commerce, can give to business visitors is immeasurably greater than that which can be given on paper.

Our competitors, particularly the Germans and Japanese, have achieved their success by frequent and prolonged visits from highly competent representatives. We shall not succeed in recovering the ground which we have lost to them since 1957, unless we do the same. On the basis of what we used to sell to Kuwait up to that year, there is up to another fifteen million pounds' worth of business going to our competitors which we ought to have. Come and get it!

THE NATIONAL BANK OF KUWAIT S.A.K.

Established 1952

Under Charter granted by H.H. Shaikh Abdulla Al Salim Al Subah, Amir of the State of Kuwait

STATEMENT OF CONDITION at 31st DECEMBER, 1962

LIABILITIES	Kuwaiti Dinars		ASSETS	Kuwaiti Dinars
Capital, Authorized, Issued and Paid Up ...	2,947,500		Cash and Current Accounts with Banks ...	5,957,412
Statutory Reserve	262,000		British Government Treasury Bills	9,500,000
General Reserve	4,738,000		British and Other Government Securities (at under market value at 31st December, 1962)	7,752,220
	5,000,000		Deposit Accounts with Banks and Industrial Bankers	51,550,000
Profit and Loss Account	106,134		Advances to Customers, Bills Discounted and Other Accounts	24,479,874
	8,053,634		Sundry Unquoted Investments, at or under cost	357,000
Current, Deposit and Other Accounts (including Inner Reserves and Provisions) ...	91,398,372		Land and Buildings, *less* amounts written off	445,000
Proposed Dividend	589,500		Liability of Customers for Confirmed Credits, Acceptances and Guarantees, as *per contra*	15,435,918
Confirmed Credits, Acceptances and Guarantees on behalf of Customers, as *per contra*	15,435,918			
K.D.	115,477,424		K.D.	115,477,424

PROFIT AND LOSS ACCOUNT for the year ended 31st DECEMBER, 1962

	Kuwaiti Dinars		Kuwaiti Dinars
Transferred to Statutory Reserve	151,000	Profit after charging all expenses, making provisions for contingencies and writing down assets	1,505,033
Transferred to General Reserve	760,000	Balance brought forward from previous year	101,601
Proposed Dividend of 20%	589,500		
Balance carried forward	106,134		
K.D.	1,606,634	K.D.	1,606,634

1 Kuwaiti Dinar=£1 Sterling

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Midland Bank Limited
Barclays Bank Limited
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Chartered Bank
Eastern Bank Limited
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Industry's Success Depends on the Need for Change
–The Prime Minister

SPEAKING AT a London Chamber of Commerce banquet at the Mansion House, London on April 22, on the eve of the London International Engineering Exhibition at Olympia and Earls Court, Mr. Harold Macmillan the Prime Minister said that the success of industry in this country or overseas depended upon the courage and ingenuity with which people faced the need for change. 'You cannot have growth without change, and change is sometimes very painful,' he added.

The Prime Minister said: 'It has been an illusion fostered by some ignorant people that a country can get rich at the expense of other countries. I believe this to be profoundly untrue, certainly of a country like ours. Our prosperity can only be based, not on the poverty or weakness of the world, but upon its increasing wealth and strength. Today the theme of Government policy at home is expansion without inflation – that is, to boom but not to bust'.

The Exhibition continues until May 2. An advance feature appeared in the *Board of Trade Journal* on April 5, pages 773 to 787.

British Loan to the Sudan

MR. FREDERICK ERROLL, President of the Board of Trade, on April 18 informed the Government of the Republic of Sudan that in order to assist in the carrying out of the Sudan's Ten Year Plan, the Government of the United Kingdom have agreed to accede to the request of the Government of the Republic of Sudan for a loan.

The sum of £5 million is accordingly to be made available as a loan by the Government of the United Kingdom to finance specific projects, details of which are now being agreed between the two Governments. The United Kingdom Government have noted sympathetically Sudan's plans to strengthen its economy and hope that this loan will assist both countries to develop the economic relationships which have been so marked a feature of their long and close friendship.

Parliamentary Secretary Visits Wales

MR. DAVID PRICE, the Parliamentary Secretary, Board of Trade planned to visit Wales yesterday and today.

On April 25 the Minister expected to visit the British Motor Corporation plants at Llanelly and the Esso Refinery at Milford Haven; to meet the Mayors of Llanelly and Swansea, and the Chairman and Clerk of Kidwelly Urban District Council; to speak at a lunch given by the Industrial Association of Wales and Monmouthshire in Swansea and to dine in the evening with the Chairman and members of the Milford Urban District Council.

Today he planned to tour Milford Haven, to visit three factories in the morning, lunch with the Pembroke Council and to meet the Neyland Rural District Council in the afternoon.

Hilton Hotel Opened

THE CHANCELLOR of the Exchequer and Mrs. Maudling attended the opening of the London Hilton Hotel in Park Lane on April 17.

The hotel – which is 328 feet high, has 30 storeys, 512 guest-rooms and a dinner seating capacity of nearly 2,000 – is part of the Hilton organization which has hotels in Europe and the Middle East, the United States, Canada, Central and South America, the Pacific and the Caribbean.

Cinema Admissions and Takings in March

DURING MARCH the weekly average of admissions to cinemas in Great Britain was 7·6 million and the weekly average of gross box offic takings was £1·09 million.

Japan – A Continuing Prosperous Market

The address of the Japan Association referred to in the *Board of Trade Journal* dated April 12, page 820, should read Broad Street House, 54 Old Broad Street, London, E.C.2 (Tel. London Wall 2440).

Britain Plans Trade Drive in Australia in Coming 18 Months

BRITISH AND AUSTRALIAN businessmen, industrialists and Government officials discussed plans for Britain's 18 months trade drive in Australia, culminating in the British Exhibition in Sydney in September 1964 at a conference at the Federation of British Industries in London on April 17. (See *Board of Trade Journal*, April 5, page 748.) Simultaneously with the London conference, a press conference was held in Sydney by Sir William Oliver, British High Commissioner to Australia.

Speaking at the conference, Sir Norman Kipping, Director General of the Federation of British Industries, said that the decision to stage this trade drive in Australia was taken some nine months ago. Some people thought that the drive was being made because of the break-down of the Brussels negotiations. That was not so. We had tended to take Australia too much for granted as a market for British products. Our current trade drive in Australia was the greatest commercial effort we had ever planned anywhere. It began with the British Trade Fair in Melbourne on February 27, and was being followed by a series of 'British Weeks' in Adelaide this September; in Hobart, Tasmania in March, Brisbane in April next year and in Perth in May next year.

Sir Norman said that of the overseas industries established and with representation in Australia, 60 per cent. were British. Thirty per cent. were American.

The Sydney exhibition would be a display of goods made in Britain or manufactured under licence in Australia from British designs. It would also show what a real stake Britain had in the country and promote a true understanding of our mutual interests.

Mr. W. P. N. Edwards, managing director of British Overseas Fairs, Ltd., said that the Sydney exhibition would occupy an area of some 250,000 square feet, of which 100,000 square feet was outdoor exhibition space. The response so far from British industry was most encouraging. Nearly 300 companies had indicated interest in taking display space.

British Trade Mission to Hungary

A LONDON CHAMBER OF COMMERCE twelve man Trade Mission left London Airport for Hungary on April 25, and will spend a total of twelve days there, returning to London on May 7.

The purpose of the Mission is to study at first hand, conditions in Hungary and how trade can be developed both ways within the current Treaty arrangements and Hungary's own commitments. A full programme of industrial visits and discussions etc., has been arranged by the Hungarian Chamber of Commerce, the Mission's hosts.

The Mission will be led by Lord Kilmarnock, President of the London Chamber, and will also include: Mr. P. G. Smyrk (Johnson Matthey & Co. Ltd.), Chairman of the London Chamber's Hungarian Section; Mr. G. W. Abbott (Gilbert J. McCaul & Co. Ltd.); Mr. J. N. Cooper (Shell International Petroleum Co.); Mr. P. J. Galbraith (United Africa Co. Ltd); Mr. J. D. Holgate (Rutzou Ltd.); Mr. A. N. Jackson (Stone-Wallwork Ltd.); Mr. A. R. Langdon (Taylor Woodrow (Building Exports) Ltd.); Mr. K. J. C. May (Guest Industrials Ltd.); Mr. R. N. M. Ward (G.K.N. Group); Mr. H. M. Bullard and Mr. J. R. Beck.

The invitation for this Mission to visit Hungary was given by the President of the Hungarian Chamber of Commerce when the Hungarian Trade Mission visited this country last year.

Birmingham Engineering Centre Attracts 110,000 Visitors a Year

ATTENDANCES at the Birmingham Engineering and Building Centre are now averaging 110,000 visitors per year. The number of actual product inquiries made through the information bureaux averages 140 per day. These figures were revealed by Mr. A. Godfrey Banks, president of the Engineering and Building Centre Council, at the Council's Second Annual General Meeting. The Centre was opened in May of last year (1962) as a permanent exhibition and information centre. It is the only one of its kind in the country.

Danube Shipping Mission Visit Britain

SEVEN SENIOR technical directors of Austrian nationalized shipping interests planning expansion of Danube river traffic are visiting Britain on a ten-day inspection of British ship components and allied products. Construction programmes already announced by two Austrian shipyards involve an expenditure of over £1 million on new river shipping. Other members of the mission represent Austrian ocean-going shipping, tugs and barges, hydro-electric concerns and the Danube flood protection and navigational control authorities.

In Britain the mission are visiting fifteen firms specializing in marine engines and turbines, propellers, pumps, ship's windows and hatches, radar equipment, rudder gear and engine room telegraphs. They will twice visit the International Engineering Exhibition at Earls Court and while in Scotland will travel in a Hovercraft on the Clyde. The possibility that some type of Hovercraft may be found suitable for ferry purposes and tourist traffic on the Danube is under consideration in Vienna.

The mission has been organized by the Export Council for Europe, with the co-operation of the British Engineers' Association, the Electronic Engineering Association, the British Electrical and Allied Manufacturers' Association, the Scientific Instruments Manufacturers' Association and leading British manufacturing firms specializing in marine components. Centres included in the ten-day programme are: London, Bedford, Glasgow, Paisley, Manchester, Lincoln and Brentford.

Spanish Delegation to Tour U.K. Steelworks

A PARTY of fifty leading members of the Spanish steel and non-ferrous industries will spend a week (May 7-15) in this country as guests of the Steel Works Plant Association.

They are to visit steel works in England, Scotland and Wales and will tour the works of member companies of the SWPA which includes some of the biggest heavy engineering companies. The tour is planned to show the latest developments in working equipment supplied by SWPA members to steel and non-ferrous manufacturers.

Members of the SWPA: The Davy and United Engineering Co. Ltd., The Brightside Foundry & Engineering Co. Ltd., The Loewy Engineering Co. Ltd., Brookes (Oldbury) Limited, Lamberton & Co. Ltd., Markham & Co. Ltd., The Head Wrightson Machine Co. Ltd., The Wellman Smith Owen Engineering Corpn. Ltd., W. H. A. Robertson & Co. Ltd., and Fielding and Platt Ltd.

Visit of Indian Public Sector Mining Mission

A MISSION from India led by Mr. Chhedi Lal of the Ministry of Mines and Fuel visited Britain from April 22 until April 25. The Mission which consisted of five members came at the invitation of the Board of Trade. The purpose of the Mission was to see the latest British mining machinery. They came to Britain following a visit to Belgium, and were invited here because it was thought that the Indian Public Sector industry should be reminded of the competitive machinery on offer from Britain.

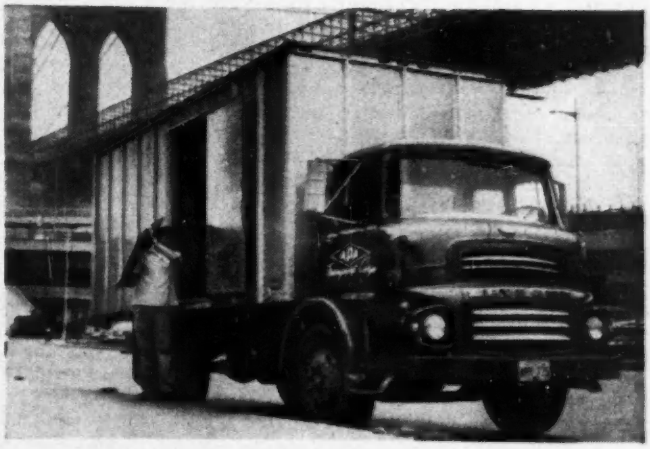
The British mining machinery industry has strong traditional links with India which has long been one of its best markets. In December 1961, a Mining Machinery Mission headed by Mr. James Anderson visited India in order to examine the opportunities for British exporters in the Indian Private Sector, for which finance was available from a World Bank loan. British manufacturers are securing valuable orders under this loan.

The party were due to leave for Poland at the end of their visit.

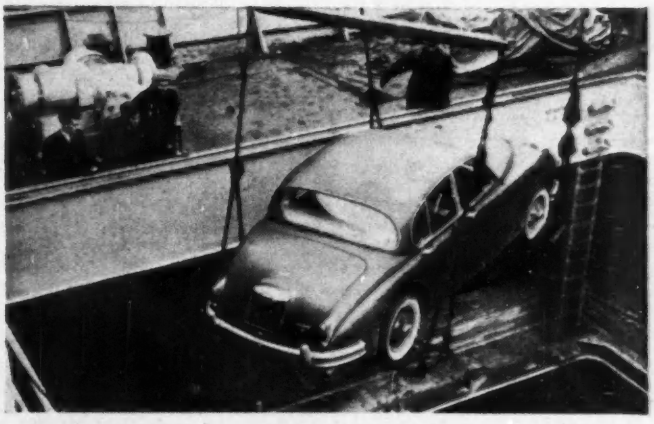
RSA Industrial Art Bursaries Competition Exhibition

AN EXHIBITION of the winning and commended designs submitted in the Industrial Art Bursaries Competition organized by the Royal Society of Arts in 1962 will be held at the Royal Society of Arts, John Adam Street, London, W.C.2, from May 15 to May 31. The exhibition will be officially opened by Sir William Coldstream, chairman, National Advisory Council on Art Education, on May 14. The competition, the seventeenth in the series held since the war, is intended to encourage young British designers to enter industry as a career and to give them an opportunity of travelling abroad to study foreign design at first hand.

BRITISH VEHICLES OVERSEAS



The A.P.A. Transport Corporation of New Jersey, which has been experimentally running this Leyland Chieftain truck on its City pick-up and delivery services, is now to take 20 of the trucks which are built by Albion Motors Ltd., Glasgow.



The first export 2½ litre V8 Daimler, destined for Hong Kong, being loaded aboard the Ben Line cargo liner *Benvalla* at the Royal Victoria Docks, London.

This AEC Majestic truck, seen in Amsterdam Docks, is operated on international express services between Holland and neighbouring countries by G. Z. van Rijn & Son of Scheveningen.

NEDC Report on 'Conditions Favourable to Faster Growth'

THE NATIONAL ECONOMIC DEVELOPMENT COUNCIL published a report entitled 'Conditions Favourable to Faster Growth' (H.M. Stationery Office, 4s.) on April 18. The report was prepared to meet the Council's request for a first assessment of conditions favourable to faster growth and marks a further stage in the development of a concerted national effort towards economic expansion. It has been amended in the light of the Council's discussions. Points from the report are given below:

Education and Economic Growth

Economic growth is dependent upon a high and advancing level of education because of the improvements that education brings in human skills and the greater spread of knowledge. From the viewpoint of economic growth, Government expenditure on education may be considered as an investment which will yield a return in terms of increased efficiency and economic growth. Provision was made in *Growth of the United Kingdom Economy to* 1966* for a considerably more rapid increase in educational expenditure than in the economy as a whole.

Our working population is expected to grow more slowly than that of the OECD countries as a whole during the next decade. Everything should be done, therefore, at the different levels of education through improved facilities and better use of resources to increase knowledge, skill and inventiveness.

Science and Technical Change

Benefits would be obtained from measures to encourage a speedier development of the results of research in industry and commerce and a quicker introduction of new techniques, processes and materials.

There is a need for more students of high quality to study in the applied fields, particularly in engineering and mathematics. New knowledge drawn from the social sciences as well as the physical sciences can help in the better design of new factories, machine layout, better lighting, heating, ventilation, and sound absorption. It can also help in the better understanding of the human factors in economic and industrial life. It is important to ensure that the benefits obtained from defence research are applied in civil industry as soon as possible.

The Council for Scientific and Industrial Research and other research organizations have raised with NEDC various matters relevant to the scale and direction of the research and development effort in relation to a growth programme. The NEDC is arranging for these to be examined and considered.

Management Education

To achieve the increase in productivity necessary for faster growth will call for highly skilled management throughout the economy not only in industry but in every type of organization.

Education for management has to provide for the needs both of young men on the ladder and of those already in executive positions, who are not in touch with the more recently developed techniques. It is necessary that there should be adequate consultation at national, local and industrial level between those who provide management courses and potential users to ensure that the views of both are taken fully into account. Hitherto the initiative has come largely from the educationists: industry is beginning to make its needs felt but is not yet sufficiently agreed about them.

There is need in this country for at least one very high level new school or institute somewhat on the lines of the Harvard Business School. More immediately, the development and co-ordination of the work already proceeding in the Technical Colleges, Colleges of Advanced Technology, and Universities, would help to meet the urgent problem of providing better and much more widely-used educational facilities for management.

Many firms do not themselves give sufficient attention to their problems of management selection, training, development and succession. Planning by firms of their future requirements for managers is important, as is planned training on the job. Some firms do not make sufficient use of the many available advisory and consultancy services and training facilities which could help in improving the efficiency of their managers.

Training

Shortages of craftsmen can be expected to reappear in conditions of faster economic growth and an expansion of adult training facilities will be required to meet the demand for labour of various types and degrees of skill. Comparatively few opportunities for retraining skilled workers who need to change their employer as well as their occupation are provided within industry. It seems, therefore, that it will be necessary for the Ministry of Labour to play a bigger role in providing adult training facilities for redundant workers or other workers who want to change their jobs. A much more ambitious adult training programme could be undertaken by the Ministry of Labour in conditions of expansion. The Government have set out proposals in a White Paper (Industrial Training – Government Proposals: Cmnd. 1892) for giving the Minister of Labour power to set up Statutory Boards to be responsible for all aspects of training in individual industries.

There are considerable doubts whether the existing apprenticeship system with its traditional craft divisions, quota systems and lack of standards and tests, can meet the needs of an expanding economy characterised by the more rapid introduction of new techniques, materials and methods. A thorough overhaul of the apprenticeship system is vital for expansion in the longer term. A large number of young workers enter employment in occupations other than the accepted crafts, and there is a considerable field for improvement in the training arrangements for these young persons as well as for operatives, office staffs, supervisors, technicians and technologists.

The gains from economic expansion are much too valuable to be jeopardized by avoidable bottlenecks in the supply of well-trained manpower. If the necessary improvements are not made quickly enough, either because Boards are not set up or do not tackle the job quickly enough, more radical solutions to the problems of training will have to be sought.

Mobility and Redundancy

A faster rate of economic growth will involve movements of work-people from declining industries to expanding industries and from less productive firms to more productive firms. If the necessary deployment is to be carried out smoothly and to the best advantage, measures will have to be taken to facilitate mobility of labour and to avoid the hardship of redundancy. These measures will involve the provision of housing accommodation, increased transfer and resettlement allowances, better training facilities for displaced workers and better financial provision to tide over the redundant worker during the period he is unemployed.

Unless measures are taken to deal with redundancy the fear of redundancy will make workers oppose change and employers will be less willing to release unnecessary labour for employment elsewhere. To some extent unnecessary redundancy can be avoided by the forward planning of labour requirements.

The main object of a redundancy policy must be to provide jobs for the displaced workers. It is desirable for the workers concerned and for their unions to be notified as far in advance as is reasonably practicable. Close co-operation between Ministry of Labour officials and employers will also help. Consideration should be given to making preservation of pension rights on transfer of employment a condition of approval of a pension scheme by the Inland Revenue.

To a limited extent the gap between earnings and unemployment pay is being covered by the growing practice of making lump-sum compensation payments to redundant workers. While the company approach may be appropriate for dealing with some aspects of redundancy, it has severe limitations. An industry redundancy scheme could not deal satisfactorily with a declining industry without assistance from the Government. Supplementing the existing National Insurance Scheme would be costly and administratively complicated.

A National Redundancy Fund would avoid the complications of supplementing other short-term National Insurance benefits in addition to unemployment benefit. Provided that the conditions were kept extremely simple, it might be possible to operate such a Fund without an unduly cumbersome administrative machine. There seems

* H.M. Stationery Office, February, 1963, 8s. 6d.

NEDC Report (*Continued*)

much to be said for the replacement of the existing National Insurance Scheme by a comprehensive wage-related contribution and benefit scheme. The higher level of benefit in relation to earnings, which would then be practicable, would substantially reduce the financial hardship of unemployment.

Regional Questions

Expenditure to assist employment in the less prosperous regions is often considered a necessary burden to the nation, unrelated to any economic gain that might accrue from it. But the relatively high unemployment rates and, more important still, the relatively low activity rates in these regions also indicate considerable labour reserves. To draw these reserves into employment would make a substantial contribution to national employment and national growth.

By 1966 the contribution to national employment might amount to 200,000. A sustained regional development policy would continue to provide an additional contribution in excess of this figure beyond 1966. A vigorous regional development policy, which succeeded in bringing unemployment rates in the less prosperous regions nearer to the average national rate, would help to spread the demand for labour more evenly throughout the country. Thus a low national level of unemployment would not hold quite the same implications for such questions as incomes, prices and the balance of payments as before. A high pressure of demand in the country as a whole would bring with it an improvement in the regional problem.

Apart from this, three kinds of approach are discussed in some detail. First, financial incentives to firms could be improved: by making them more predictable and so less subject to separate negotiation; and by increasing their value. Second, the slowly expanding areas could be made more attractive to industrialists by increased spending on the social infrastructure; and by increased provision of labour training schemes in these areas. Third, it is possible that regional development would benefit if policies were directed towards larger areas than at present and towards the encouragement of growth points within these areas.

Balance of Payments Policies

In the past, when the balance of payments has worsened, expansion has been checked. Various measures which might avoid the need for this in the future are considered. The funds which the Government could use to meet balance of payments deficits appear to be about £2,230 million.

It is of great importance to increase the assets or borrowing facilities at their disposal, and this could be brought about by one or other of the measures which have been proposed for increasing international liquidity. Such measures would also enable and encourage other countries to pursue liberal trading and expansionary policies, which in turn would benefit our balance of payments.

It may be possible to provide longer-term loans (other than finance for export credits) on favourable terms, combined with expert advice, to smaller firms wishing to enter new export markets or to increase their sales effort in existing markets. It may also be possible to improve existing facilities for the provision of export credits and insurance, and these are being examined. In developing the less prosperous regions in the United Kingdom particular attention could be paid to firms with export or import competing potentialities and firms which could bring in capital from abroad. Likewise, consideration might be given to the effects on the balance of payments of particular research and development projects supported by the Government.

Should there be a worsening of the balance of payments, measures such as the above might not be sufficient to offset it. There are other more powerful measures which could be adopted, such as financial assistance to exports, quantitative restrictions on imports, the funding of the sterling balances and the restriction of private investment abroad.

If the United Kingdom were to adopt some of these four latter measures it would offend some foreign countries and, since we are one of the largest trading nations, it might weaken the general system for freeing trade and payments which has been gradually built up. If the danger of retaliation were to be avoided, it would be necessary to obtain the agreement of our trading partners to their adoption. It might be thought that it would be possible to improve the balance of payments by having a lower underlying rate of growth and so a slower growth of imports, but this does not appear to be so.

Of the measures which could have a substantial effect in improving the balance of payments, only the reduction of the rate of increase of costs and prices in this country is free from serious disadvantages so far as international considerations are concerned. Whatever else may be done, this must remain an important objective of policy, although it may be difficult to achieve.

Taxation

In the past, there has been no close consideration of the structure of taxation in relation to growth. Of the types of tax changes which might encourage growth the value-added tax is discussed to illustrate some of the problems involved. There are arguments for and against substitution of such a tax for other taxes, e.g., for profits tax, fuel tax or purchase tax. These arguments relate to the effects on efficiency, on exports, on price levels as well as to questions of equity and ease of collection.

The more favourable treatment of investment income under a value-added tax raises the question of our present practice of varying tax rates as between earned and unearned income and whether it might not help growth to tax the dimension of personal wealth and to place less emphasis on the differential taxation of the income produced by wealth. The introduction of a wealth tax here would be a controversial step but it may have a useful role in any major review of taxation related to a programme for growth.

It seems desirable to increase industry's confidence in investment allowances by giving such assurances as is constitutionally possible that they will not be reduced without, say, two or three years' notice. With frequent variation they lose much of their effect because a business planning its investment cannot be sure what allowances will be in force when the expenditure is incurred.

Two possible schemes designed to help stabilize private investment have been looked at, one presented by the machine tool industry and one in operation in Sweden. Both schemes are based on the assumption that there is a considerable amount of private investment whose exact timing is not a matter of great importance to business. They therefore provide incentives to business to postpone such investment in times of boom and to undertake it in times of recession. More detailed consideration needs to be given to these schemes.

A change to financing social security arrangements by a charge varying in proportion to wages and salaries, would help in meeting increases in social security expenditure as better provision is made for unemployment and for other costs relating to the working force.

Level of Demand

Unemployment during the last 15 years has varied between about 1 per cent. and 2½ per cent. This section discusses briefly the significance for growth of different levels within such limits, considering in turn the implications for output, investment, efficiency, structural change, prices and incomes, the balance of payments.

The rate of increase of money incomes depends on many things, but past experience suggests that it is dependent to a considerable extent on the pressure of demand and is higher the higher this pressure. If the price level is to be prevented from rising significantly, incomes cannot rise as fast as in the past. It is therefore important that ways should be found of limiting the rise in incomes associated with a given level of unemployment to a rate lower than that which would occur on the basis of past experience.

In the long run, if the economy is run permanently at a higher rather than a lower level, the balance of payments will not necessarily suffer, and may benefit if growth in productivity is thereby speeded up. A rapid increase to a relatively high level would be desirable in the short run for social reasons and would also provide the largest immediate supply of goods and services for consumption and investment. It would, however, involve the greatest immediate risks for the balance of payments.

At the other extreme, the maintenance of the present relatively low pressure of demand would be the least desirable for social reasons, it would involve a loss of output, at least for a time, and it might well result in a slower rate of growth of the productive capacity of the economy. It would increase the difficulty of solving the regional problem. It is desirable to aim at a level of employment in 1966 substantially above the level of 1962.

(*Continued at foot of next page*)

Applications for Temporary Exemption from Import Duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Letters, giving the respective reference shown below, should be addressed to Tariff and Import Policy Division, Board of Trade, Horse Guards Avenue, London, S.W.1, preferably through a Trade Association, and should be received by May 10.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.02	1:4-Dichlorobut-2-ene .	1:4-Dichlorobutene-2 .	December 31, 1963	2183
29.35	Piperazine . . .	Piperazine containing not more than 43% water .	December 31, 1963	6151

NEDC Report (*Continued*)

Prices and Incomes

A satisfactory development of prices and incomes is important for a number of reasons. There is a general dislike of a rising cost of living. Unless costs and prices go up considerably more slowly than in the past it is unlikely that the United Kingdom can maintain her competitive position in world markets.

To pay for the imports required for 4 per cent. growth, to allow for increased aid to developing countries, and to prevent checks to expansion arising from an unfavourable balance of payments, exports will have to increase by 5 per cent. a year. This will require a great improvement on our past performance. Between 1953-55 and 1959-61 our exports increased in quantity by only 3 per cent. a year. Our share in world exports of manufactures declined steadily. An important reason for our poor performance was the relatively rapid rise in our export prices compared with those of our competitors. Our manufacturing costs have risen substantially in relation to those of our competitors and this has increasingly affected the ability of our manufacturers to quote competitive prices in export markets.

Our disappointing performance in the past may also have been due in part to factors other than costs and prices, including the reduction of discrimination in our favour in the sterling area, and deficiencies of design, quality, salesmanship and speed of innovation. We cannot expect our export target to be achieved unless, at the least, our export prices do not rise in relation to those of our competitors; and they may well have to fall relatively.

The 4 per cent. programme is based on an increase of about 3¼ per cent. in output per head. For the general price level to remain broadly constant, money incomes per head would have to rise at approximately this rate. Even if rising prices abroad permitted a slow increase in our general price level, the rise in money incomes would have to be substantially less rapid than the past average of 5-6 per cent. a year. There will thus be a need for policies to ensure that *money* incomes (wages, salaries, profits) as a whole rise substantially less rapidly than in the past. If, however, the growth programme can be achieved, *real* incomes per head will increase much faster than in the past.

A policy for prices and money incomes can succeed only if those concerned are convinced that it is a necessary part of a wider programme for growth of real incomes, and that restraint by one section of the community will not merely result in a gain by other sections. The Council regards the solution of the difficult problems

(*Continued in next column*)

involved as a necessary part of its task.

Government, Management and Trade Unions

A successful growth programme involves the identification of government, management and the trade unions with an agreed objective. Agreement on a growth objective involves a government commitment to give this objective high priority throughout government policy. Success in achieving a higher rate of growth will depend, to a large extent, on the way in which government, management and unions carry out their respective functions and on a new spirit of co-operation between them to make a reality of the agreed common objective.

An agreed national policy for growth will give management more assurance that plans will not be upset by unexpected government short-term changes of policy. It will also place new responsibilities on management for making decisions which will help to promote growth.

The achievement of a much faster rise in productivity will present management with a major task. The attitude of trade unions will also be of vital importance. Part of the rise will come from new investment but a large part will have to come from the more efficient use of labour and existing capital equipment. Restrictive arrangements introduced in conditions of bad trade and unemployment have no place in favourable conditions of employment and economic expansion.

Relations between management and workers at the place of work have an important bearing on growth. The maintenance of satisfactory labour relations within the individual firm is primarily a responsibility for management. A co-operative attitude on the part of workers and trade unions is also essential. Implementation of an agreement on a general price and income objective will create difficult problems for management and trade unions.

Though the requirements of economic expansion will create problems, they will also create opportunities for management and trade unions. There is opened up for both the prospect of a new and more constructive role in the formulation of national economic policy.

FBI's New President

Mr. Peter Francis Runge, the new President of the Federation of British Industries was born in 1909.

Educated at Charterhouse and Trinity College, Oxford where he took an Honours Degree in Chemistry, he joined Tate & Lyle, Limited, in 1931 as Trainee Manager and was appointed in 1936 director in charge of Thames Refinery, Silvertown, and Vice-Chairman on October 1, 1958. Other directorships include: Chairman, Caroni Limited, Chairman, The West Indies Sugar Co. Limited, and director, Canada & Dominion Sugar Co. Limited. He is a member of the Council of the Industrial Welfare Society and has attended meetings of the International Sugar Council as a trade adviser to H.M. Government.

He was appointed Chairman of London and South East Regional Council of Federation of British Industries in April, 1958, and led the F.B.I. Trade Mission to Yugoslavia. He was appointed Deputy President of the F.B.I. in June, 1962.

Marking of Imported Pencils and Pencil Strips

THE BOARD OF TRADE announce that an application to vary the Merchandise Marks (Imported Goods) No. 12 Order, 1933, in respect of imported pencils and pencil strips so that it applies at the time of importation as well as at the time of sale and exposure for sale in the United Kingdom has been referred to the Standing Committee (General Merchandise) set up under the Merchandise Marks Act, 1926.

Representatives of any interests substantially affected by the application desiring to make representations to the Committee on this matter should communicate with the Secretary, Merchandise Marks Committee, Board of Trade, Room 1103, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2264) as soon as possible, and not later than May 31, 1963.

Marking of Imported Stationers' Sundries and School Rules

THE STANDING COMMITTEE appointed by the Board of Trade under the Merchandise Marks Act, 1926, will hold a public inquiry at the Board of Trade Offices, Horse Guards Avenue, London, S.W.1, on Tuesday, May 14, 1963, at 10.30 a.m. to consider an application to vary the Orders in Council made under the Act in respect of imported stationers' sundries and school rules.

A notice announcing that the Board of Trade had referred this request to the Standing Committee was published in the *Board of Trade Journal* of December 21, 1962 (page 1266).

Communications regarding this inquiry should be addressed to the Secretary, Merchandise Marks Committee, Board of Trade, Room 1103, Horse Guards Avenue, London, S.W.1, as soon as possible (Tel. Trafalgar 8855, Ext. 2264).

Defence Specifications

THE MINISTRY OF DEFENCE announce that the following documents in the Defence series have been published by H.M. Stationery Office, Kingsway, London, W.C.2, and branches, from whom copies may be obtained:

		Price s.	d.
NEW DOCUMENTS			
DEF-132	Cylinder – liquefied gas, steel (suitable for containing butane or propane)	2	0
DEF-133	Climatic, shock and vibration testing of Service equipment	8	0
DEF-136	Valves, Mk. 6A, for high pressure gas cylinders	1	6
DEF-140	Shunts, external, for use with electrical indicating instruments	2	6
DEF-143	Vulcanized fibre sheet jointing, compressible type	2	0
DEF-144	Insulating and filling compound (Chatterton's type) for electrical purposes	1	6
DEF-1408	Paint, pretreatment primer (etching primer)	2	0
DEF-2000	Standard methods for testing petroleum oils and lubricants (P.O.L.) and allied products:		
	Method No. 18: Thermal stability of soluble cutting oils	1	0
	Method No. 19: Transparency of dispersion of soluble cutting oils	1	0
	Method No. 21: Resistance to oxidation of oils (oxygen bomb/copper spiral method)	1	0
REVISIONS AND AMENDMENTS			
DEF-12-C	Equipment wires. (Revision of DEF-12-B)	2	6
DEF-16-1-A	Marking of electric lamps. Amendment No. 1 (Amends marking of GLS lamps and adds new clause on addressing of outer containers)		3
DEF-105	Brass strip for cartridge cases and for caps. Amendment No. 1. (Replaces Appendix A with a new Appendix giving a range of 10 grain sizes)	1	3
DEF-1185	Vests, cotton and cotton mixture, men's and boys.' Amendment No. 1. (Adds new test clause and extends Schedules)		3
DEF-1216-A	Thinners for cellulose nitrate paints and dopes. (Revision of DEF-1216)	1	0
DEF-2101-C	Oils OMD-40, OMD-60, OMD-110, OMD-330. (Revision of DEF-2101-B)	2	0
DEF-2403-A	Kerosine (burning oil). (Revision of DEF-2403)	1	6
DL-2-B	Defence List of Petroleum oils and lubricants (P.O.L.) and allied products. (Revision of DL-2-A)	3	0

Training in the Clothing Industry Report

A SURVEY made between 1960 and 1962 by two independent research workers, Mrs. Eunice Belbin, of University College, London, and Mr. Robert Sergean, of the Medical Research Council, describes training in the clothing industry. The project was initiated by the National Union of Tailors and Garment Workers and administered by the City and Guilds of London Institute. Recommendations are made for action to improve training arrangements and to make the industry more attractive to school-leavers.

Copies: the full report, and the short version, from the Twentieth Century Press (1912) Ltd., 8-13 New Inn Street, London, E.C.1. Price 7s. 6d. and 1s. respectively.

Purchase Tax Exemption on Some Children's Wear

THE COMMISSIONERS of Customs and Excise have had under review the qualifications for exemption from Purchase Tax of young girls' slacks, trews and the like, taking into account changes in styles and fashion. After consultation with trade associations, the Commissioners have decided to amend, as indicated below, item G.10 in the Schedule to Notice No. 78A. The amendment will come into effect on June 1.

With effect from that date, the second sentence of Note 2(i) of Notice No. 78A will be regarded as cancelled, garments with elasticated waists being measured smoothed on a flat surface, but unstretched.

The application of Notice No. 562 of December 6 – see *Board of Trade Journal* of December 14, page 1212 – is now suspended, except that garments in hipster style remain outside the scope of the young children's exemption.

Item G.10 as at present

Garment	Measurement of garment not to exceed	Method of Measurement
Shorts, trousers, slacks, jeans, riding breeches, jodhpurs	30 in. waist-crutch-waist	From top of waist (centre front) to crutch and thence to top of waist (centre back).
Item G.10 as from June 1, 1963		
G. 10 (a) Shorts, trousers, slacks, trews, jeans, jodhpurs	28 in. waist-crutch-waist	**Waist-crutch-waist.** From top of waist (centre front) to crutch and thence to top of waist (centre back).
	28 in. waist	*Waist.* Measure from one side of waistband to the other and multiply by two.
	36 in. outside leg	*Outside leg.* Full length along outside seam from top of waistband to hem.
G. 10 (b) Flared riding breeches	30 in. waist-crutch-waist	*Waist-crutch-waist.* From top of waist (centre front) to crutch and thence to top of waist (centre back).

Purchase Tax on Hairdressing Lacquers

THE COMMISSIONERS of Customs and Excise, in consultation with the Hairdressing Manufacturers and Wholesalers' Association and the Toilet Preparations Federation, have had under review the liability to Purchase Tax of hairdressing lacquers. The Commissioners have decided that the following should, with effect from May 1 be regarded as chargeable with tax under Group 30 of the Purchase Tax Schedule:

1. Lacquers made from shellac, dimethyl hydantoin formaldehyde (D.M.H.F.), Polyvinyl Pyrrolidone (P.V.P.) and comparable plastic resins unless their channels of sale, e.g. to the furniture trade or to garages, indicate that they are marketed for a non-toilet use and, if they are sold in spray, aerosol and other containers of a type normally associated with toilet use, the get-up of the containers also establishes that the contents are not intended for that purpose.
2. Perfumed lacquers, water soluble lacquers, lacquers containing special ingredients for conditioning the hair (e.g. lanolin or castor oil) and lacquers sold with any indication that they are for use on the hair are chargeable in all circumstances.

These instructions supersede those contained in Notice No. 462 dated May 8, 1956.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H.M. Stationery Office, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

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Development Districts Under the Local Employment Act, 1960

THE FOLLOWING list of Development Districts under the Local Employment Act, 1960 (with changes announced at February 26, 1963) is published for the information of readers of the *Board of Trade Journal*. Any changes in the list will be announced in the *Journal* when they are made.

The Districts are defined in terms of Ministry of Labour Employment Exchange Areas or Groups of Areas within which there is an established pattern of daily travel to work. In the case of Groups the separate Areas which make up each Group are shown.

Areas marked with an asterisk are those on the 'stop list', i.e. those for which it has been announced that the Board of Trade are not at present accepting applications for assistance under the Local Employment Act. Projects in areas on the 'stop list' will however qualify for the 'free depreciation' scheme announced by the Chancellor of the Exchequer in his Budget speech.

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*Rhyl
*Tonyrefail Group (Pontyclun Tonyrefail)
*Ystalyfera Group (Pontardawe Ystalyfera)

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Ardrossan Group (Ardrossan Irvine Kilwinning Stevenston)

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Cumnock
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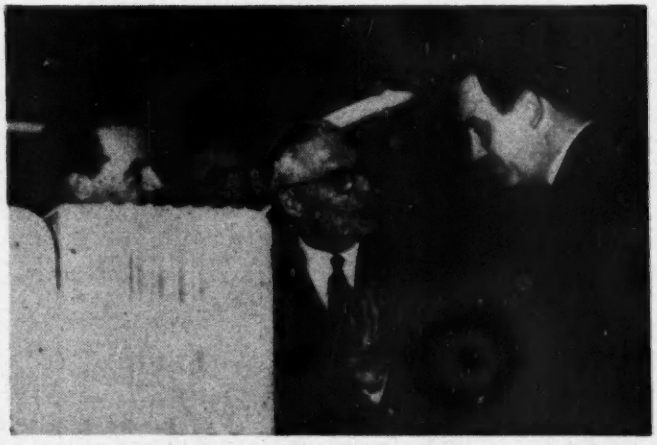
Mr. David Price Visits Factory



Mr. David Price (*right*), Parliamentary Secretary, Board of Trade, being shown a pre-heater moulding press by Mr. J. B. Fortune, works manager, during his recent visit to Hornflowa Ltd., Maryport. The press is used for moulding two-tone plastic cups. Mr. Price visited the West Cumberland industrial area recently as the guest of the Cumberland Development Council.

Three Point Plan to Aid Scotland

THE SCOTTISH Council (Development and Industry) are to launch a new campaign to attract industry to Scotland and develop existing industry. Announcing this earlier this month, Mr. W. S. Robertson, Chief Executive of the Council, said that this decision followed on from the recent Budget.

He added that the Council were going to increase their efforts to speed up the flow of new ideas into Scottish industry from a wide variety of sources so that firms could expand and diversify faster. For some years the Council had been doing a great deal on these lines at staff level but the time had come for a broader programme of action supervised by an expert committee.

Professor A. S. T. Thomson, Head of the divisions of civil, mechanical and electrical engineering at the Royal College of Science and Technology agreed to accept the Chairmanship of the new commitee. The committee will do all it can to stimulate and assist innovation and to expand the amount of applied research undertaken in Scotland. It will also draw on the Natural Resources Report produced by the Council for all the ideas which are capable of being translated into practical products or action.

British Overseas Commercial Representatives' Visits During May to July

THE FOLLOWING British Trade Commissioners and Commercial Diplomatic Officers are expected to be in this country during May to July.

AUSTRALIA (Brisbane)	P. Holmes	Assistant British Trade Commissioner	May	Has served in the Trade Commissioner's Office in Hong Kong.
(Sydney)	*A. R. Bruce, C.M.G., O.B.E.	Principal British Trade Commissioner	From June	Has served as British Trade Commissioner in Canada (Montreal and Ottawa) and as Commercial Secretary in Spain (Madrid).
	†D. Mellor	Assistant British Trade Commissioner	From June	Served in the office of the British Trade Commissioner in Kuala Lumpur.
BURMA (Rangoon)	†A. R. K. Mackenzie	Counsellor (Commercial)	Late May, early June and mid-August	Has previously served in Thailand (Bangkok), Cyprus, and the U.K. Delegation to OEEC in Paris, acting as U.K. Representative in 1959-61.
CANADA (Toronto)	*L. R. Rogers	British Trade Commissioner	May	Previously British Trade Commissioner in the Atlantic Provinces (Halifax).
(Winnipeg)	†H. B. Herring	Assistant Trade Commissioner	From July	In present post since 1960.
CEYLON (Colombo)	J. F. Saunders, M.B.E.	Principal British Trade Commissioner	From June	Has served as British Trade Commissioner in Pakistan (Lahore) Canada (Atlantic Provinces and Vancouver) and Hong Kong.
GERMANY (Frankfurt)	†J. E. Reeve	Consul	Early May only	In present post since 1961.
GHANA (Accra)	*L. Bevan	Principal British Trade Commissioner	May	Previously served as British Trade Commissioner in Pakistan (Karachi) and Malaya (Kuala Lumpur).
INDIA (New Delhi)	R. Fell	British Trade Commissioner	May	Has served as British Trade Commissioner in Australia (Brisbane).
	*P. S. Preston	British Trade Commissioner	From July	In present post since 1959.
INDONESIA (Djakarta)	P. R. Oliver	Counsellor (Commercial) and Consul-General	May	In present post since October, 1961.
JAPAN (Osaka-Kobe)	†R. S. Milward	Consul (Commercial)	July	In present post since 1961.
MALAYA (Kuala Lumpur)	C. R. Reynolds	Assistant British Trade Commissioner	Early May	In present post since 1961.
NEW ZEALAND (Wellington)	*C. G. Cruickshank	Senior British Trade Commissioner	From May	Has served as British Trade Commissioner in Ceylon (Colombo) and Canada (Ottawa).
NIGERIA (Ibadan)	J. R. Bolton	The British Trade Commissioner	Early May	Has served as Assistant British Trade Commissioner in Australia (Sydney) and South Africa (Johannesburg).
(Lagos)	B. V. F. Bull	Assistant British Trade Commissioner	From June	Has served in British Trade Commissioner's Office in Salisbury (Federation of Rhodesia and Nyasaland).
PAKISTAN (Dacca)	*J. W. P. Chidell	British Trade Commissioner	From May	Has served in India (New Delhi, Calcutta and Bombay) and Pakistan (Karachi).
	A. C. Catchpole	Assistant British Trade Commissioner	From June	Previously Assistant British Trade Commissioner in Karachi.
(Karachi)	W. Johnston	British Trade Commissioner	From May	Has served as Assistant British Trade Commissioner in Australia (Sydney).
(Lahore)	*L. F. Hope	The British Trade Commissioner	May and June	Previously Assistant British Trade Commissioner in South Africa (Pretoria and Cape Town) and British Trade Commissioner in Australia (Sydney and Canberra).
PERSIAN GULF (Kuwait)	*A. B. Ball	First Secretary (Commercial)	June	Previously Second Secretary (Commercial) Syrian Arab Republic (Damascus).
PHILIPPINES (Manila)	D. F. Elliott	Second Secretary (Commercial)	June	Has previously served in Persian Gulf (Bahrein), Thailand (Bangkok) and Cambodia (Phnom Penh).
TURKEY (Istanbul)	W. H. Adams, O.B.E.	Consul	May (2nd week only)	In present post since 1958.
(Ankara)	†T. W. Sharp	Second Secretary (Commercial)	July and August	In present post since 1961.
VIETNAM (Saigon)	*†P. Donovan	Second Secretary (Commercial)	May	Latterly has served in Poland (Warsaw), Denmark (Copenhagen) and Sweden (Oslo).

*Not returning to Post. †First notification in the *Board of Trade Journal*.

British firms and organizations which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment. It would be helpful if the nature of the problem, in particular the commodities involved, could be stated.

Those firms and organizations which would wish to see an officer *only* if an appointment in their own area could be arranged should contact the appropriate Board of Trade Regional Office, or in Northern Ireland, the Ministry of Commerce, Belfast. Those which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should approach Tours Section, Board of Trade, Horse Guards Avenue, London, S.W.1. (*Regional Controllers' addresses are given on page 949 of this issue.*)

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, are also available for consultation on export matters.

REPORTS FOR U.K. EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirer should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trader as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

The Economy—Selected Indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1957 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1957	1958	1958	1958	1958	1958		series shown in £ million		
Value in base year, £m.	20,029	—	16,029	15,271	15,271	7,637	3,493	922	699	591	1,205				
1958	100	100	100	100	100	101	100	100	100	100	100	+ 99	+ 36	+14	+16
1959	103	105	106	105	104	105	108	94	114	113	109	+173	+ 73	+15	+48
1960	108	112	114	110	108	108	118	110	124	129	114	+590	+520	+48	+35
1961	111	114	121	115	110	111	128	130	132	136	122	+292	+230	+36	+ 5
1962	111	115	126	120	112	111	126	115	124	139	127	+ 99	+ 42	— 4	+39
1961															
3rd Quarter	112	115	122	116	110	111	133	135	139	139	126	+ 29	+ 53	— 8	—24
4th Quarter	111	113	123	116	110	111	127	130	128	139	118	+ 54	+ 64	— 1	—11
1962															
1st Quarter	109	113	124	117	110	111	125	122	118	135	127	— 19	— 32	—16	+32
2nd Quarter	112	116	125	121	112	110	128	120	129	141	127	+ 39	+ 32	—10	—12
3rd Quarter	111	117	126	121	112	112	127	111	131	146	126	+ 66	+ 34	+20	Nil
4th Quarter	110	114	128	122	113	112	122	106	116	134	129	+ 13	+ 8	+ 2	+19
1962															
August	..	117	..	..	..	113	..	..	..	..	..	..	..	..	..
September	..	117	..	..	..	113	..	..	..	..	..	..	..	..	..
October	..	115	..	..	..	111	..	..	..	..	..	..	..	..	..
November	..	115	..	..	..	113	..	..	..	..	..	..	..	..	..
December	..	112	..	..	..	112	..	..	..	..	..	..	..	..	..
1963															
January	..	106	..	..	..	112	..	..	..	..	..	..	..	..	..
February	..	110*	..	..	..	111	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS				LABOUR						IM-PORTS	EX-PORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school-leavers			Unfilled vacancies for adults				
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices	
	at 1958 prices														
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January, 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £ m.	..	..	—		—	—	—							3,748	3,176	
1958	100	..	109·0	+3·0	102·8	113·4	114·3	402	+113	..	136	—49	..	100	100	+329
1959	101	135	109·6	+0·6	103·4	114·3	117·4	433	+ 31	..	157	+21	..	106	105	+114
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—308
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 72
1962	114*	100*	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+ 67
1961																
3rd Quarter	124	107	115·3	+4·2	104·6	119·4	130·7	262	— 20	—34	236	— 5	+ 7	115	117	+ 12
4th Quarter	120	104	116·6	+4·3	103·4	119·6	132·3	339	+ 77	+49	175	—61	—32	115	115	— 1
1962																
1st Quarter	121	98	117·7	+4·7	104·0	120·2	133·7	408	+ 69	+42	150	—25	— 7	117	116	+ 19
2nd Quarter	120	99	120·2	+5·6	103·3	120·3	135·6	387	— 21	—57	172	+22	+32	120	121	+ 31
3rd Quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 19
4th Quarter	114*	100*	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 36
1963																
1st Quarter			121·4	+3·1	103·5*	121·1*	139·4	627	+136	—58	113	— 7	+33	120	123	
1962																
August	119	93	119·4	+3·2	102·0	120·8	137·3	392	+ 21	+ 9	154	—13	— 8	124	117	..
September	119	92	119·3	+3·3	101·9	121·1	137·5	407	+ 15	+13	147	— 7	— 8	120	123	..
October	118*	98*	119·1	+2·9	102·1	121·1	137·6	456	+ 49	+26	131	—16	—11	124	127	..
November	116*	101*	119·6	+2·3	102·6	121·1	138·5	497	+ 41	+18	118	—13	—14	118	115	..
December	114*	100*	120·2	+2·6	102·9	121·0	138·8	520	+ 23	— 1	110	— 8	—12	117	119	..
1963																
January	115*	100*	120·7	+2·7	103·6*	121·1*	139·1	605	+ 85	+41	108	— 2	— 1	116	117	..
February	117*	100*	121·7	+3·5	103·3*	121·2*	139·4	647	+ 42	+ 2	110	+ 2	+ 6	122	121	..
March			121·8	+3·1	103·7*	121·2*	139·6	628	— 19	—19	122	+12	+10	123	132	..
April								553*	— 75*	— 20	138*	+ 16*	+ 14			

†NOT seasonally adjusted. *Provisional.

Provisional Figures of U.K. Trade in March

Recorded Values (Table A)

UNITED KINGDOM exports in March were valued at £363.5 million, imports at £393.5 million, and re-exports at £15.4 million.

Seasonally Adjusted Values (Table B)

After eliminating normal seasonal variation, United Kingdom exports in the first quarter were 3 per cent. more than in the fourth quarter of 1962 and 3 per cent. more than the average for the year 1962.

On the same basis, the rate of imports in the first quarter was about the same as in the fourth quarter last year and in the year 1962 as a whole.

Seasonally adjusted monthly average re-exports in the first quarter amounted to £12 million compared with £14 million in the fourth quarter and £13 million in the year 1962 as a whole.

A. Recorded Values * Provisional. £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1961	306·8	366·3	13·2
1962	316·0	374·3	13·1
1962 1st Quarter	310·7	375·0	12·7
2nd Quarter	327·2	374·9	14·4
3rd Quarter	300·6	368·6	11·2
4th Quarter	325·4	378·8	14·3
1963 1st Quarter*	332·6	382·1	13·3
1962 October	346·6	412·8	14·7
November	315·8	384·4	14·0
December	314·3	346·8	14·0
1963 January	320·0	398·7	11·4
February	314·1	353·5	13·0
March*	363·5	393·5	15·4

B. Seasonally Adjusted Values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1962 1st Quarter	306	365	12
2nd Quarter	319	373	14
3rd Quarter	320	385	12
4th Quarter	318	374	14
1963 1st Quarter*	327	375	12
1962 October	336	388	13
November	304	370	15
December	315	365	14
1963 January	309	361	11
February	321	380	14
March*	349	384	12

Note: Trade Account figures of imports and exports differ from those for visible trade in the balance of payments, where imports are entered f.o.b. and insurance and freight, in so far as they are paid abroad, are included in invisible expenditure.

Rapid Building in Bermuda

From Bermud acomes this photograph of maintenance and repair shops in course of erection. What is especially interesting is that the building, comprising three spans, was required urgently. Within five weeks the contractors, Shepley Booth & Associates Limited, of Wolverhampton and London, had delivered to the port of embarkation the complete super-structure with the roof cladding and all necessary accessories, and two weeks later it arrived in Bermuda. Typical of the company's after sales service was the visit made to Bermuda by the managing director to ensure that the customer was completely satisfied, and that the building conformed to the high standard laid down by the company.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from H.M. Stationery Office, P.O. Box 569, London, S.E.1:

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Orders, Deliveries, Production and Exports in the Engineering Industries

THE FIRST ESTIMATES for February indicate that the volume of net new orders received by industries producing engineering and electrical goods (Order VI of the Standard Industrial Classification) and locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (part of Order VIII of the Standard Industrial Classification) was 5 per cent. greater than in February 1962. New home orders, again affected by large power station ordering rose by 8 per cent. compared with February 1962; taking the four months November to February together to reduce erratic monthly movements in this series, new home orders were 2 per cent. more than in the corresponding period a year earlier. Deliveries to the home market, which dipped below the level of a year earlier in the second quarter of 1962, were 3 per cent. less in February than in February 1962. Home orders on hand increased during February but were still 3 per cent. lower than at the end of February 1962. Compared with a year earlier net new export orders in February were 7 per cent. less but in the period November to February the rate of new export ordering showed little change. Export deliveries continued to increase in February, reaching a level 14 per cent. higher than a

Table 1 — **Engineering Industries (a)**
Index Numbers of the Volume of Orders and Deliveries (b)

	Total			Export			Home		
	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	88	100	100	93	100
1959	101	105	104	102	103	102	101	106	105
1960	117	123	114	119	122	111	117	123	115
1961	120	123	122	126	122	118	117	123	123
1962*	114	120	123	128	127	125	109	117	122
1961 1st Quarter	127	142	119	125	133	119	127	146	119
2nd Quarter	126	121	124	123	115	118	126	124	126
3rd Quarter	124	112	115	127	116	108	124	110	118
4th Quarter	120	116	128	126	124	125	117	113	128
1962 1st Quarter	121	130	125	130	137	124	118	128	125
2nd Quarter	120	122	125	129	124	127	117	121	124
3rd Quarter	119	115	117	129	118	119	116	113	116
4th Quarter*	114	113	125	128	128	130	109	107	123
1961 October	123	115	127	128	126	118	121	111	130
November	121	112	127	128	133	129	118	104	126
December	120	120	129	126	112	129	117	123	129
1962 January	119	113	114	127	124	112	116	110	115
February	121	136	125	128	135	127	118	137	124
1962 October*	118	114	124	128	123	128	114	110	123
November*	116	113	126	129	137	129	111	105	125
December*	114	111	125	128	123	134	109	107	121
1963 January*	115	120	112	126	115	128	111	121	107
February*	117	143	126	124	126	145	115	149	120

* Provisional

(a) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(b) At constant (average 1958) prices. (c) Adjusted to allow for differences in the length of calendar months, but not for holidays or for other seasonal variations.

Engineering Industries (*Continued*)

year earlier. With this high rate of deliveries and the fall in new orders, export orders on hand at the end of February were 3 per cent. less than a year earlier.

It is provisionally estimated that production in the engineering and electrical goods industries in February was 1 per cent. higher than in February 1962. Revised figures indicate that the level of production in January was unchanged from a year earlier while production in December was 3 per cent. less than in December 1961.

An account of the statistics of deliveries, orders on hand and net new orders in Table 1 for the wider group of engineering and allied industries with definitions of the industries covered was published in an article in the *Board of Trade Journal* on July 22, 1960 (page 182). A description of the scheme of engineering statistics with details of the basis and scope of the statistics in Table 2 and definitions of the industries covered appeared in an article in the *Board of Trade Journal* on May 8, 1959 (page 1077).

Table 2 Engineering and Electrical Goods Industries (S.I.C. Order VI) Volume of Production, Exports and Orders on Hand

	Production (a)			Exports (c)	Orders-on-hand (end of period) (d)		
	Total	Mechanical engineering (b)	Electrical engineering		Total	For export	For home market
		1958 = 100		1954 = 100	December 1958 = 100		
1958	100	100	100	112	100	100	100
1959	105	103	110	113	101	102	101
1960	114	112	116	122	119	121	118
1961	121	122	120	136	122	127	120
1962	123*	122*	126*	138	118*	129*	114*
1961 1st Quarter	118	119	116	143	128	127	129
2nd Quarter	123	125	121	140	128	125	129
3rd Quarter	115	117	112	126	127	129	126
4th Quarter	128	127	131	135	122	127	120
1962 1st Quarter	124	125	123	136	124	132	121
2nd Quarter	125	124	127	145	123	131	120
3rd Quarter	117	115	119	129	123	131	120
4th Quarter	127*	123*	134*	142	118*	129*	114*
1961 October	127	126	130		125	130	123
November	128	127	131		123	129	120
December	129	127	132		122	127	120
1962 January	114	114	114		122	128	119
February	122	123	122		123	129	121
1962 October	126*	122*	134*		121*	130*	118*
November	129*	124*	138*		120*	131*	116*
December	126*	123*	131*		118*	129*	114*
1963 January	114*	..	..		118*	126*	115*
February	124*	..	..		121*	125*	119*

* Provisional

(a) Adjusted to show changes in the average weekly rate of production, and eliminate the effect of variation in the length of calendar months, though not that of holidays and other seasonal factors.
(b) Including the scientific, surgical and photographic instruments, etc., and watches and clocks industries.
(c) Index of the value, at 1954 prices, of exports of goods of types made in the engineering and electrical goods industries.
(d) Index of the total value, at 1958 prices of orders held in these industries.

Registrations of British and Foreign Films

THE FOLLOWING are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, April 19, 1963.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time (minutes)	Date of Registration
		BRITISH			
Sammy Going South	Bryanston Films Ltd.	Greatshows Limited	Br/E 28392	129	April 16
Mystery Submarine	British Lion Films Ltd.	Bertram Ostrer Productions Ltd.	Br/E 28393	92	April 16
The Day of the Triffids	Rank Film Distributors Ltd.	Security Pictures Ltd.	Br/E 28394	94	April 16
The Saturday Men	Contemporary Films Ltd.	Graphic Films Limited	Br/E 28396	28	April 17
Pathe News 63-30	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 28013	8	April 17
Pathe News 63-31	" "	" "	Br/E 28014	8	April 17
Movietone News 1766A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 27961	7	April 17
Look at Life Series 17: *Draw the Fires*	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 28397	9	April 17
The Very Edge	British Lion Films Ltd.	Raymond Stross Productions Ltd.	Br/E 28398	50	April 17
Sunday Thoughts Series: *No. 7 – The Blessing*	Rank Film Distributors Ltd.	Religious Films Ltd.	Br/E 28404	4	April 19
No. 8 – Is it Cricket	" "	" "	Br/E 28405	4	April 19
No. 9 – The Glimpse	" "	" "	Br/E 28406	4	April 19
The Pit	The British Film Institute	Edward Abraham	Br/NQ 28408	28	April 19
		FOREIGN			
Goliath Against the Giants	Compton-Cameo Films Ltd.	Cineproduzioni Associate, Rome, Italy	F 28395	90	April 16
Five Miles to Midnight	United Artists Corp. Ltd.	Filmsonor, S.A.	F 28399	107	April 18
Explosive Generation	" "	Vega Productions Inc.	F 28400	70	April 18
The Day Mars Invaded Earth	Twentieth Century-Fox Film Co. Ltd.	Associated Producers Inc.	F 28401	70	April 18
To Be or Not to Be	" "	Terrytoons Inc.	F 28402	6	April 18
Tea Party	" "	" "	F 28403	6	April 18
Fury of the Vikings	Compton-Cameo Films Ltd.	Galatea, S.P.A.	F 28407	89	April 19

Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film. Br/NQ indicates that the film is British but does not qualify for the exhibitors' quota.

Index of Industrial Production in February

THE PROVISIONAL index of production for February 1963, prepared by the Central Statistical Office, is 110 (seasonally adjusted). Indications are that activity in manufacturing industry returned in February to about the level of the fourth quarter of 1962. The seasonally adjusted index for all industries, however, remained below the level of the fourth quarter because output of the construction industries was still affected by the severe weather which persisted throughout February.

The average index numbers for the latest three months and the previous three months at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Manufacturing industries: Total all manufacturing industries	Food, drink and tobacco: Total	Food	Drink and tobacco	Chemicals and allied industries: Total	Coke ovens, oil refineries, etc.	General chemicals etc.	Engineering and allied industries: Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1959	105·2	97	106·0	104	102	107	111	107	111	105	105	94	109	100
1960	112·5	94	114·6	107	104	112	122	117	123	112	114	85	118	112
1961	113·9	93	114·9	110	107	116	124	122	125	113	121	86	109	105
1962	115·0	95	115·2	112	110	116	129	120	130	115	123	87	111	101
Unadjusted:														
1961 3rd Quarter	108	83	108	108	104	116	118	121	118	106	115	84	100	95
4th Quarter	116	98	116	113	111	117	125	123	125	116	128	87	105	102
1962 1st Quarter	116	99	116	108	108	107	129	119	131	117	124	88	117	102
2nd Quarter	117	97	118	116	112	124	130	118	132	118	125	89	117	103
3rd Quarter	110	86	110	110	108	113	126	121	126	108	117	85	101	97
4th Quarter	117	99	118	115	113	119	131	122	133	116	127	84	110	103
1962 December	110	93	111	108	106	112	126	126	126	113	125	84	106	92
1963 January	106	89	109	101	104	97	128	120	129	109	114	83	110	100
February (Prov.)	114	99	117			105				117	124	79	118	108
Seasonally adjusted:														
1961 3rd Quarter	115	93	116	111	108	116	124	123	124	115	124	85	110	104
4th Quarter	113	93	113	110	108	115	125	122	125	112	122	87	106	100
1962 1st Quarter	113	94	113	112	109	116	125	117	127	113	121	87	111	98
2nd Quarter	116	95	116	112	110	116	128	118	130	116	126	89	112	101
3rd Quarter	117	97	117	112	112	113	131	122	133	117	126	87	111	106
4th Quarter	114	94	114	113	110	117	131	122	132	112	120	84	110	100
1962 December	112	93	114	111	109	115	132	125	134	111	118	83	112	98
1963 January	106	87	110	111	107	118	128	122	129	110	119	82	107	95
February (Prov.)	110	93	114			113				114	122	77	113	104
September-November (av.)	116	96	116	113*	112*	117	131*	121*	132*	115	123	85	112	102
December-February (av.) (Prov.)	109	91	113	112*	109*	115	130*	122*	132*	112	120	80	110	99

	Manufacturing industries (continued): Metal manufacture: Total	Ferrous	Non-ferrous	Textiles, leather and clothing: Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Bricks, pottery, glass, etc.: Total	Bricks, cement, etc.	Pottery and glass	Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	Construction	Gas, electricity and water
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1959	104	104	107	107	106	103	111	107	108	106	112	107	108	106	103
1960	122	121	123	113	110	102	120	119	120	116	114	119	120	111	110
1961	114	114	116	111	107	102	122	124	130	115	116	120	116	120	116
1962	108	107	114	108	104	97	118	126	129	121	111	122	118	121	125
Unadjusted:															
1961 3rd Quarter	104	103	108	106	100	95	121	121	129	109	115	109	111	122	96
4th Quarter	111	110	117	113	110	104	119	125	129	119	120	121	117	120	131
1962 1st Quarter	111	110	115	112	106	102	125	122	123	120	104	122	115	118	145
2nd Quarter	112	111	116	106	103	97	113	131	134	126	113	126	122	123	113
3rd Quarter	101	100	107	104	98	89	118	123	128	115	113	113	115	124	102
4th Quarter	109	107	117	112	111	99	117	127	129	123	114	128	121	117	139
1962 December	101	99	108	101	103	93	99	115	117	113	94	116	114		153
1963 January	104	102	114	102	102	100	101	110	104	120	91	123			176
February (Prov.)		112		113	109		122					122			169
Seasonally adjusted:															
1961 3rd Quarter	113	112	117	114	108	104	127	125	131	116	116	119	117	123	115
4th Quarter	109	108	114	109	103	101	120	123	129	114	113	117	114	120	120
1962 1st Quarter	108	107	111	107	103	97	117	123	125	119	109	116	114	119	126
2nd Quarter	109	108	114	108	105	97	114	128	129	126	113	125	120	123	124
3rd Quarter	110	109	117	111	105	97	123	127	131	122	114	124	122	125	122
4th Quarter	107	105	114	109	105	96	118	125	130	118	107	124	117	116	127
1962 December	106	104	113	111	108	96	118	125	130	116	101	123	121		131
1963 January	103	100	113	102	101	96	105	115	110	120	100	117			145
February (Prov.)		108		107	106		112					115			145
Sept.-Nov. (av.)	109*	106	118*	109	105	98*	121	126*	130*	119*	112*	124			124
Dec.-Feb. (av.) (Prov.)	106*	104	113*	107	105	95*	112	122*	123*	119*	103*	118			140

*Latest available three months (November-January) and previous three months (August-October).

Shipping Movement at United Kingdom Ports

Foreign and Coastal Trade Movements During 1962

THE TOTAL NET TONNAGE of vessels in the foreign trade entering and clearing with cargo at United Kingdom ports in 1962 was 4 per cent. higher than in 1961 and 19 per cent. higher than in 1938. The net tonnage of entrances with cargo was 39 per cent. more and that of clearances with cargo was 4 per cent. less than in 1938.

The Commonwealth share of entrances and clearances with cargo showed a small decrease over the corresponding proportion for 1961, the actual percentages are set out in the following table:

	1938	1954	1955	1956	1957	1958	1959	1960	1961	1962
Entrances	57	56	55	54	53	52	51	49	50	49
Clearances	59	64	62	63	62	63	61	60	61	58

The net tonnage of foreign vessels entering and clearing with cargo rose by 8 per cent. compared with 1961. This increase was largely accounted for by increases in the net tonnage of vessels flying the French, Norwegian, Greek and Dutch flags. French tonnage increased by 1200 thousand net tons whilst that of the United States fell by 480 thousand net tons, a decrease of just over 8 per cent.

Foreign Trade Entrances and Clearances

TABLE 1 Thousand Tons Net

	Entered			Cleared		
	With Cargo	In Ballast	Total	With Cargo	In Ballast	Total
1938	68,372	23,508	91,880	58,881	33,284	92,165
1954	72,379	18,172	90,550	51,174	39,961	91,135
1955	79,275	17,547	96,822	50,126	46,976	97,101
1956	77,138	19,169	96,307	49,916	47,024	96,940
1957	78,417	19,033	97,450	50,691	46,952	97,643
1958	79,865	20,859	100,724	51,392	49,662	101,054
1959	84,779	22,301	107,080	53,953	54,269	101,222
1960	91,626	22,600	114,226	54,806	60,478	115,284
1961	91,706	22,180	113,886	53,677	61,266	114,943
1962	95,434	25,079	120,513	56,318	64,438	120,756

Foreign Trade Entrances and Clearances with Cargo

TABLE 2

	Entered				Cleared			
	Number of vessels	Total	Commonwealth (a)	Foreign	Number of vessels	Total	Commonwealth (a)	Foreign
		Thousand tons net				Thousand tons net		
1954	45,773	72,379	40,447	31,932	40,636	51,174	32,571	18,603
1955	51,432	79,275	43,628	35,648	41,240	50,126	31,273	18,852
1956	49,341	77,138	41,523	35,614	42,526	49,916	31,608	18,308
1957	50,364	78,417	41,175	37,242	43,439	50,691	31,547	19,145
1958	50,394	79,865	41,668	38,197	40,465	51,392	32,140	19,252
1959	51,111	84,779	43,310	41,470	41,362	53,953	33,125	20,829
1960	55,043	91,626	44,886	46,739	42,824	54,806	32,698	22,108
1961	56,224	91,706	45,849	45,857	43,809	53,677	32,594	21,083
1962	55,529	95,434	46,789	48,645	47,243	56,318	32,590	23,727
1961 1st Quarter	13,153	22,342	10,720	11,622	10,304	12,348	7,475	4,873
2nd Quarter	14,726	23,141	11,698	11,443	10,895	13,483	8,314	5,169
3rd Quarter	15,272	24,277	12,355	11,922	11,688	14,793	8,919	5,874
4th Quarter	13,073	21,946	11,076	10,870	10,922	13,053	7,886	5,167
1962 1st Quarter	12,993	21,513	10,776	10,737	11,417	12,942	7,499	5,443
2nd Quarter	14,307	24,525	12,067	12,458	11,844	13,986	8,187	5,799
3rd Quarter	14,986	26,090	12,678	13,411	12,433	15,798	9,013	6,785
4th Quarter	13,243	23,306	11,267	12,039	11,549	13,593	7,892	5,701

(a) Commonwealth and Irish Republic.

(*Continued on next page*)

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices.

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Shipping Movement at U.K. Ports (*Continued*)

Whilst entrances and clearances with cargo from and to most trading areas showed moderate increases over the 1961 figures. The Central and Eastern Mediterranean and the South and Central America (Pacific Coast) areas showed somewhat larger increases.

The largest increases in net tonnage of arrivals with cargo in the foreign trade were recorded at London and Southampton with increases of 1,289 and 1,364 thousand net tons respectively. Milford Haven continued to show an increase in net tonnage arriving and departing at the port.

The net tonnage of arrivals and departures in the coasting trade showed a slight increase over that recorded for 1961.

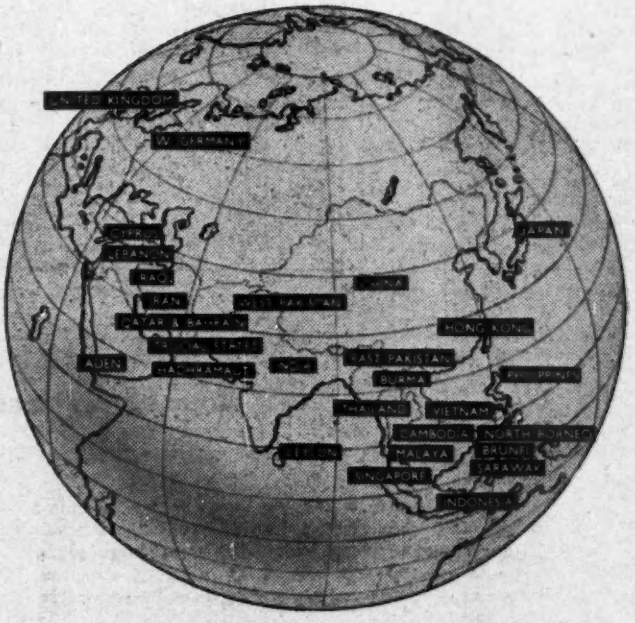
Foreign Trade Entrances and Clearances in Ballast

TABLE 3

	Entered				Cleared			
	Number of vessels	Total	Common-wealth (*a*)	Foreign	Number of vessels	Total	Common-wealth (*a*)	Foreign
		Thousand tons net				Thousand tons net		
1954	12,483	18,172	9,437	8,735	17,804	39,961	17,829	22,132
1955	12,133	17,547	9,166	8,381	22,650	46,976	21,528	25,448
1956	13,997	19,169	10,021	9,148	20,973	47,024	20,453	26,571
1957	14,308	19,033	9,499	9,534	21,549	46,952	19,088	27,865
1958	12,991	20,859	10,168	10,691	23,339	49,662	19,859	29,803
1959	13,853	22,301	10,757	11,545	23,824	54,269	21,665	32,602
1960	13,773	22,600	10,740	11,860	26,008	60,478	23,759	36,718
1961	14,623	22,180	11,066	11,114	27,119	61,266	24,741	36,525
1962	16,347	25,079	11,680	13,399	24,870	64,438	25,941	38,497
1961 1st Quarter	2,945	4,406	2,173	2,226	5,951	14,851	4,589	9,262
2nd Quarter	3,549	5,604	2,834	2,770	7,612	15,968	6,527	9,441
3rd Quarter	5,020	7,340	3,759	3,581	8,412	16,889	7,268	9,622
4th Quarter	3,109	4,830	2,294	2,536	5,144	13,557	5,357	8,200
1962 1st Quarter	3,386	5,022	2,268	2,754	5,037	14,058	5,816	8,243
2nd Quarter	4,040	6,014	2,917	3,097	6,704	16,530	6,785	9,746
3rd Quarter	5,427	8,332	4,016	4,316	7,939	18,667	7,672	10,995
4th Quarter	3,494	5,712	2,479	3,232	5,190	15,183	5,669	9,513

(*a*) Commonwealth and Irish Republic.

EXPORT DRIVE



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Shipping Movement at U.K. Ports (*Continued*)

Foreign Trade Entrances and Clearances with Cargo

TABLE 4

Thousand tons net

	Entered			Cleared		
	1960	1961	1962	1960	1961	1962
Nationality of Vessels						
Commonwealth (*a*):						
Registered in United Kingdom	42,822	43,639	44,351	30,715	30,580	30,581
Registered in Canada	41	74	87	12	17	20
Registered in Other Countries (*a*)	2,024	2,136	2,351	1,970	1,997	1,989
Total Commonwealth (*a*)	44,886	45,849	46,789	32,698	32,594	32,590
Soviet	566	646	616	167	239	257
Finnish	520	506	534	338	359	351
Swedish	3,694	3,818	3,612	1,246	1,138	1,375
Norwegian	9,707	8,978	9,445	3,434	2,918	3,388
Danish	2,468	2,126	2,257	1,631	1,322	1,599
Polish	164	198	174	174	195	188
German	2,868	3,096	3,157	1,935	1,905	2,097
Dutch	6,681	6,656	7,168	4,897	4,702	5,422
Belgian	1,782	1,863	1,843	1,555	1,622	1,695
French	2,771	2,983	3,756	1,655	2,006	2,477
Spanish	590	551	506	346	377	441
Italian	1,565	1,572	2,121	86	116	106
Yugoslav	227	188	209	102	73	99
Greek	1,201	1,135	1,830	382	315	462
United States of America	3,096	3,140	2,870	2,779	2,542	2,332
Panamanian	1,595	1,384	1,206	258	167	148
Liberian	5,816	5,609	5,815	221	133	193
Other	1,431	1,408	1,527	903	952	1,098
Total Foreign	46,739	45,857	48,645	22,108	21,083	23,727
TOTAL	91,626	91,706	95,434	54,806	53,677	56,318
Trading Areas						
Irish Republic	4,344	4,774	4,684	4,413	4,488	4,458
Northern Europe (Foreign)	21,470	20,935	21,646	18,232	18,309	19,941
Europe (Atlantic) and Western Mediterranean Countries	9,206	9,408	9,326	5,792	6,235	6,862
Central and Eastern Mediterranean Countries	4,526	5,086	7,069	1,601	1,639	1,943
West and South Africa	3,923	4,663	4,917	2,434	2,456	2,441
East Africa, Persian Gulf, India	16,306	16,345	15,694	3,593	3,434	3,232
Eastern Asia and Islands in the Pacific	2,377	2,394	2,686	2,126	2,187	2,334
Australasia	3,153	3,346	3,459	2,251	2,133	2,160
North America (Atlantic Coast)	14,065	12,942	13,673	10,273	8,787	9,000
West Indies and Central America (Atlantic Coast)	8,025	7,880	8,212	1,434	1,428	1,501
South America (Atlantic Coast)	2,158	1,975	2,026	1,525	1,528	1,379
South and Central America (Pacific Coast)	360	389	498	287	306	323
North America (Pacific Coast)	1,537	1,390	1,410	826	732	737
Other Areas	175	179	134	18	16	7
Total Commonwealth Countries (*a*)	33,719	34,844	46,789	17,106	16,458	32,590
Total Foreign Countries	57,907	56,861	48,645	37,700	37,219	23,727
TOTAL	91,626	91,706	95,434	54,806	53,677	56,318

(*a*) Commonwealth and Irish Republic.

Diversification by Manufacturing under Licence

'Manufacturing Under Licence' (edited by Clive Bingley) considers the growth of manufacturing under licence throughout the world, discusses patenting and patent laws, negotiating and servicing contracts, and examines the risks and value of new products development. Copies: Kenneth Mason Publications Ltd., 167 Victoria Street, London, S.W.1. Price 21s. net.

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The second revised edition of 'Useful Information for Investing Capital in Italy' includes up-to-date information on the withholding tax on dividends, new rates of taxation and liberalizations by the Italian Exchange Control Authorities. Copies free on request from Credito Italiano, 158 Fenchurch Street, London, E.C.3.

Road Transport and Road Traffic Acts

'Road Haulage Management,' (George W. Briggs), provides practical advice on running a road haulage fleet, covering everything from carriers' licences to personnel management and deals simply but fully with the Road Traffic Acts, 1960 and 1962. Copies: Butterworth & Co. (Publishers) Ltd., 88 Kingsway, W.C.2. Price 32s. 6d. (by post 34s. 3d.).

Far-East Directory and Buyers' Guide to British Industry

The 1963 edition of 'Benn's Far-East Directory and Buyers' Guide to British Industry' includes a new section listing, country by country, the Far-Eastern agents of British firms represented in the Directory. Copies: Benn Bros. Ltd., Bouverie House, 154 Fleet Street, London, E.C.4. Price 42s. (plus 2s. postage and packing).

(*Continued on next page*)

Shipping Movement at U.K. Ports (*Continued*)

TABLE 5 **Foreign Trade Arrivals and Departures at Principal Ports** Thousand tons net

PORT	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1938	1961	1962	1938	1961	1962	1938	1961	1962	1938	1961	1962
Blyth	18	20	20	632	206	188	892	343	175	938	359	212
Bristol	2,905	4,232	4,497	2,937	4,272	4,587	468	605	669	2,318	3,983	4,269
Cardiff	1,215	1,605	1,650	3,655	1,975	2,091	3,537	594	764	5,685	2,264	2,413
Dover	2,983	3,689	3,787	3,779	6,342	6,931	3,248	3,520	3,721	3,782	6,311	6,914
Falmouth (including Truro)	130	28	22	1,205	971	1,112	4	30	22	1,633	1,864	1,835
Folkestone	901	673	671	1,100	1,078	1,076	928	559	526	1,094	1,085	1,095
Grimsby (inc. Immingham)	813	2,090	2,042	1,524	2,458	2,553	1,189	777	818	1,773	2,422	2,515
Harwich	2,568	3,582	3,707	2,724	3,831	3,807	2,505	3,510	3,689	2,724	3,807	3,815
Holyhead	1,315	1,395	1,476	1,444	1,506	1,588	1,190	1,387	1,465	1,439	1,503	1,585
Hull	5,122	4,338	4,701	5,421	4,558	5,023	1,858	1,406	1,543	4,750	4,371	4,689
Lancaster	6	577	445	6	620	466	—	2	16	3	476	404
Liverpool	11,189	15,084	15,541	14,637	18,317	18,623	7,824	8,059	7,707	13,522	17,929	18,299
London	19,369	26,726	28,015	22,521	33,936	36,129	9,756	14,862	15,842	20,418	33,216	35,201
Manchester (inc. Runcorn)	3,264	4,743	4,907	3,536	5,126	5,193	1,305	2,020	1,858	2,896	4,918	4,770
Middlesbrough	1,278	2,122	1,715	1,925	3,245	2,922	1,672	2,125	2,109	2,192	3,821	3,463
Milford Haven	—	2,582	2,974	—	3,129	3,770	—	420	728	—	2,835	3,468
Newhaven	674	428	384	773	474	436	659	437	424	773	474	451
Newport (Mon.)	287	865	918	975	1,594	1,619	1,605	1,126	1,021	1,835	1,658	1,688
Plymouth	4,148	648	557	5,495	1,447	1,198	494	228	212	5,406	1,550	1,185
Southampton	8,232	14,119	15,483	11,519	18,887	20,781	7,787	7,868	8,133	11,579	18,853	20,757
Swansea	825	1,065	1,098	2,107	2,520	2,691	2,448	2,342	2,576	2,966	3,153	3,298
Tyne ports	2,072	2,347	2,240	5,015	3,541	3,633	4,145	1,690	1,638	6,225	4,133	3,994
Glasgow	4,107	4,969	4,885	4,902	5,968	5,803	3,736	3,240	3,116	4,907	6,179	6,124
Grangemouth	950	1,044	1,081	1,806	1,657	1,597	318	1,146	1,290	650	1,485	1,601
Greenock	1,022	825	971	2,467	1,781	1,984	629	545	583	2,465	1,965	2,147
Leith	979	828	898	1,293	908	982	798	327	376	1,317	831	875
Belfast	1,843	1,514	1,735	3,538	1,738	1,943	1,348	327	387	3,347	1,818	2,007
Other ports	8,576	7,868	8,178	15,475	9,404	10,163	8,655	3,867	4,273	15,531	9,334	9,819
Total	86,791	110,007	114,598	121,711	141,489	148,889	68,998	63,362	65,680	122,208	142,593	148,893

TABLE 6 **Coasting Trade Arrivals and Departures at Principal Ports** Thousand tons net

PORT	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1938	1961	1962	1938	1961	1962	1938	1961	1962	1938	1961	1962
Blyth	10	29	14	2,033	2,831	2,422	1,623	2,590	2,375	1,714	2,666	2,415
Bristol	434	1,077	1,033	994	1,685	1,537	380	522	498	1,545	1,887	1,563
Cardiff	183	346	399	3,665	1,297	1,482	901	391	453	1,582	1,083	1,081
Cowes	1,051	1,948	3,231	2,983	4,558	4,632	911	1,833	3,093	2,976	4,546	4,615
Falmouth	—	167	196	—	1,213	1,148	—	81	115	—	478	385
Hartlepool	4	8	6	847	674	776	648	626	736	798	737	824
Hull	338	934	880	859	1,146	1,103	588	249	143	1,416	1,413	1,288
Immingham	—	526	307	—	1,042	785	—	768	303	—	1,330	939
Lancaster	748	1,183	1,331	1,008	1,556	1,676	709	1,478	1,558	991	1,637	1,686
Liverpool	1,987	2,362	2,510	2,991	3,571	3,764	2,074	2,324	2,585	4,326	3,855	4,165
London	7,352	7,661	7,738	8,256	10,461	10,301	2,144	3,072	2,854	10,686	11,129	10,904
Manchester	—	975	1,045	—	1,682	1,611	—	1,028	1,145	—	1,736	1,829
Middlesbrough	115	621	426	1,059	1,631	1,383	382	295	293	802	1,121	861
Milford Haven	—	289	384	—	1,505	1,763	—	1,637	1,875	—	1,797	2,054
Newport (Mon.)	147	452	341	1,356	823	632	186	154	131	478	700	562
Portsmouth	542	381	410	2,451	3,028	3,095	262	96	86	2,468	3,005	3,128
Preston	—	904	779	—	1,033	920	—	863	776	—	1,073	1,016
Southampton	668	2,909	2,820	1,950	5,630	5,371	535	4,622	4,618	1,935	5,363	5,290
Sunderland	91	241	261	2,169	1,778	1,927	1,637	1,375	1,500	1,850	1,647	1,814
Swansea	127	319	258	1,271	1,664	1,673	199	808	816	428	1,090	1,077
Tyne ports	426	480	450	4,115	4,172	4,107	2,108	2,123	2,459	2,893	3,588	3,738
Glasgow	856	1,388	1,294	1,672	2,295	2,204	808	939	938	1,528	1,861	1,673
Belfast	3,546	5,602	5,859	4,003	6,148	6,278	2,832	4,382	4,592	4,229	6,098	6,302
Other ports	8,137	11,431	11,068	17,218	17,023	16,829	8,102	7,323	8,072	17,720	16,467	16,869
Total	28,526	42,233	43,040	63,076	78,446	77,420	28,726	39,579	42,015	62,618	76,307	76,076

Shipping Movement at U.K. Ports (*Continued*)

TABLE 7 **Coasting Trade**

	Arrived with cargo			Departed with cargo		
	Number of vessels	Commonwealth (*a*)	Foreign	Number of vessels	Commonwealth (*a*)	Foreign
		Thous. tons net			Thous. tons net	
1954. . .	87,152	35,172	1,468	84,694	34,621	1,435
1955. . .	87,751	33,949	1,903	85,132	33,159	1,713
1956. . .	88,150	35,336	2,240	85,215	34,461	2,218
1957. . .	86,157	36,313	1,725	83,389	33,718	1,684
1958. . .	84,194	36,708	2,095	81,827	36,010	2,006
1959. . .	82,126	36,039	3,372	79,367	35,072	3,053
1960. . .	84,477	35,837	4,829	80,095	34,516	4,621
1961. . .	82,178	36,935	5,297	78,066	34,674	4,905
1962. . .	84,048	37,611	5,429	82,610	36,613	5,402
1961 1st Quarter	20,731	9,812	1,557	19,689	8,601	1,430
2nd Quarter	20,860	9,239	1,180	19,916	8,991	1,104
3rd Quarter	21,806	9,567	1,134	20,873	9,294	1,067
4th Quarter	18,781	8,316	1,427	17,589	7,789	1,304
1962 1st Quarter	20,745	9,444	1,295	20,415	9,059	1,294
2nd Quarter	23,449	9,976	1,198	22,293	9,543	1,253
3rd Quarter	21,826	9,623	1,451	20,779	9,087	1,492
4th Quarter	18,028	8,567	1,485	19,123	8,925	1,362

(*a*) Commonwealth and Irish Republic.

Definitions

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or *vice versa*; or from one port to another in the United Kingdom, so long as the vessel has on board cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

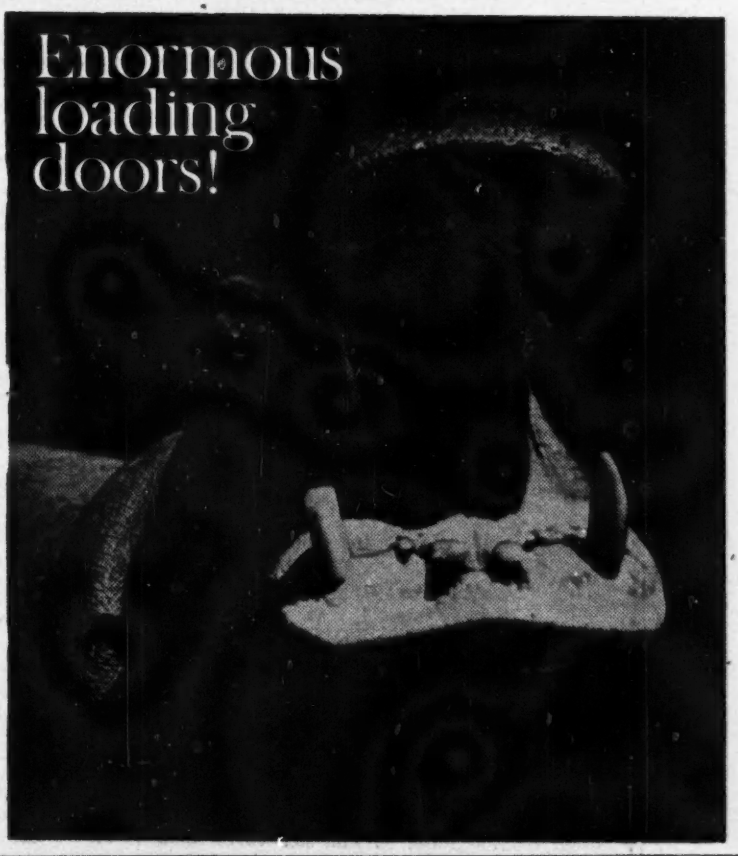
(2) Cargo figures relate to vessels which load or unload merchandise bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ships' stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ships' stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

Construction Industry's Handbook

'The Contract Journal Directory and Year Book 1963', a new publication designed to provide a ready reference to the construction industries has been published by Contract Journal Co. Ltd., 32 Southwark Bridge Road, London, S.E.1. Price 63s. (post free).



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Recent Export Orders

United Kingdom firms are invited to send in brief details of new export orders or contracts for publication on this page

Telecommunications for The Gambia

A radio system to provide the major telephone and telegraph communications throughout the Gambia has been installed by GEC (Telecommunications) Ltd.

British Equipment for Canadian Telephone System

AEI Ltd., have received an order to supply equipment to improve facilities and integrate more fully the Winnipeg semi-automatic toll telephone exchange with the North American network. They are also to supply equipment which automatically identifies the exchange and number of a subscriber initiating a toll call.

Baling Press for East Pakistan

Fawcett Preston (members of the Metal Industries Group) have received a £50,000 order for a jute baling press to be installed in East Pakistan. Similar presses have been delivered to Burma and Thailand.

Research Instrument for Europe

An instrument which makes it possible to use up-to-date techniques in research, into sub-atomic structures of para-magnetic material (known as electron spin resonance), has been sold in France, Belgium, West Germany and Italy by Hilger & Watts Ltd., London. The value of orders is £30,000.

Aluminium Foil for Poland

Star Aluminium Co. Ltd., Wolverhampton, have won a £25,000 order from Poland for aluminium foil which will be used for making capacitors in the electrical industry.

Indian Railways Buy More British Equipment

BICC Ltd., have won further contracts to supply and install overhead electrification equipment for the Indian Railways Board. The latest contracts cover a total of 410 track miles and are valued at £2¼ million. Many Indian engineers trained by BICC will work on these contracts.

BY ORDER OF

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SALE COMMENCES AT 10.30 a.m.

ON VIEW — TUESDAY, 7th MAY, and WEDNESDAY, 8th MAY, 9 a.m.—5 p.m. and ALSO ON MORNING OF SALE FROM 9 a.m.

CATALOGUES MAY BE OBTAINED FROM THE 26th APRIL ONWARDS FROM THE AUCTIONEERS OFFICES, DEPT. W.L., BYARD LANE, BRIDLESMITH GATE, NOTTINGHAM. Tel. Nottingham 54272 (10 lines).

British Road-making Equipment in Malaya

An Aveling Barford road roller and a Barber Greene tar macadam spreader at work in Kuala Lumpur on one of the larger road projects recently completed by the Malayan Federal Public Works Department.

Transformers for new Canadian Power System

Three large transformers for the world's first 735,000 volt electric power system, to be installed in Canada, have been ordered from the English Electric Co. Ltd. The contract, by the Quebec Hydro-Electric Commission, is worth 1½ million dollars.

Switchgear for South Africa

GEC (Engineering) Ltd., Birmingham, have received an order to supply indoor metal-clad switchgear to the South African Iron and Steel Industrial Corporation.

Generators for Uruguayan Meat Factory

Diesel generator sets for installation in a meat factory in Uruguay are to be supplied by W. H. Allen, Sons & Co. Ltd., Bedford.

World's largest ever Order for Water Meters comes from Uruguay

George Kent Ltd., Luton, have won an order from Uruguay for 150,000 domestic water meters. Said to be the world's largest-ever single order, the contract is worth £585,300.

Coach Chassis for Argentina

A £200,000 fleet of coach chassis has been ordered from Leyland Motors Ltd., by Argentina. This follows a recent £3½ million order.

Agricultural Machinery for Greece

Howard Rotovator Co., West Horndon, Essex, have won an order from Greece worth £30,000 to supply immediately 160 rotovators. They were needed urgently by Greek farmers following set-backs in cultivation caused by the hard winter and late spring.

Oxygen Plant for Poland

One of the largest aluminium vessels ever made in Britain is about to be shipped to Poland. It is part of a tonnage oxygen plant being made for erection at Tarnow, South Poland by Constructors John Brown Ltd.

Furnace for South Africa

Birlec-Efco (Melting) Ltd., Aldridge, Staffs., have received an order from a South African steelworks for a 45 ton, 15,000 kVA melting furnace plant.

Oil-Firing Equipment for Greek Steelworks

The complete contract for the installation of oil-firing equipment in a modern steelworks near Athens, has been won by Plenty & Son Ltd., Newbury. In addition to the most modern equipment, the lay-out, foundations and building work will also be designed and commissioned by the firm.

Government Surplus Sales by Auction

Air Ministry

1963	Stores	Location	Auctioneers
May 1 .	Miscellaneous stores and equipment . .	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs, 28 Eastgate Street, Stafford. (Tel. Stafford 2331).

The above sale will include M.T. engines and spares, plant spares, caterpillar spares and track assemblies, Leyland power units, aero engine spares, parachute canopies, packing cases, fire extinguishers, radio and radio spares, bedding, furniture and general stores.

May 9 .	Miscellaneous stores and equipment . .	No. 35 Maintenance Unit, Royal Air Force, Heywood, Lancs.	Brady & Son, 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252).

The above sale will include radar, radio, and electrical equipment, capacitors, electron tubes, cable, air frame spares, aircraft ground equipment, miscellaneous kitchen equipment, crockery, furniture, mattresses, tentage, various trolleys, weighing machine assemblies, large packing cases, oils and greases, etc.

May 9 .	Five steel framed sheds, one 60,000 gallon high level water tank, cable and a large number of huts and buildings.	Royal Air Force Station, Pembrey, Burry Port, Carmarthenshire.	Stewart, Davies & Evans, 62 Mansell Street, Swansea. (Tel. Swansea 52897).
May 22 .	Miscellaneous stores and equipment . .	No. 7 Maintenance Unit, Royal Air Force, Quedgeley.	Bruton, Knowles & Co., Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).
June 20 .	Miscellaneous stores and equipment . .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland, Bank Buildings, Kidderminster, Worcs. (Tel. Kidderminster 2053).
July 11 .	Miscellaneous stores and equipment . .	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd., Botchergate, Carlisle. (Tel. Carlisle 26292).

Catalogues for the above sales may be obtained within fourteen days of the advertised date of sales, on application to the Auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

Disposal of Assets at C. & R. Sites

Geering & Colyer will sell by public auction on the dates indicated, and at the Royal Air Force sites listed below, operational equipment including air conditioning and refrigeration plant, electric meters, water pumps, fans, heaters, compressors, etc., RSJ gantries and girders, teak flooring, electricity supply cable, sanitary items, doors and miscellaneous items.

1963
May 7 . Truleigh Hill, Nr. Shoreham-on-Sea, Sussex.
May 21 . Margate, Kent.
June 11 . St. Margaret's Bay, Kent.

Catalogues (free) may be obtained within fourteen days of the sale dates from Geering & Colyer's offices at:
Ashford (Tel. 25), Hawkhurst and Tunbridge Wells, Kent; Rye, Heathfield and Wadhurst, Sussex.

War Office

1963	Stores	Location	Auctioneer
May 8 .	American vehicle spares, textiles and miscellaneous stores	Central Ordnance Depot, Bicester, Oxon. .	Midland Marts Ltd. (Dept. L), Market Square, Bicester. (Tel. 73).
May 14 .	Textiles, engineering and carpentry tools and miscellaneous stores, including:	Central Ordnance Depot, Didcot Berks. .	Simmons & Sons, (Dept. L), 12 Station Road, Reading. (Tel. 54025).

Blocks and tackle; steel wire and rope cables; canvas sheeting and tentage; Coventry Climax and Dennis trailer fire pumps and fire fighting equipment; engineering and carpentry tools including drills, reamers, stocks and dies, bench ratchet and other vices, pipe wrenches, adjustable tap and reamer wrenches; nuts, bolts, nails and screws; shovels; two Blaw-Knox concrete mixers; 200 bicycles; 200 steel safes; soyer stoves; tool chests; extending ladders; galvanized wash tubs; communion sets; proofed cotton wrapping; wooden trays; ten tons scrap webbing; 15 tons perforated paper; 6½ tons steel racking and binning. components, etc.

May 16 .	Miscellaneous stores	Technical Stores, Sub-Depot, Wem, Salop. .	Hall, Wateridge & Owen, (Dept. L), High Street, Shrewsbury. (Tel. 2081).
May 23 .	Vehicles and miscellaneous stores . .	W.D. Storage Depot, Bowhouse, Hurlford, Nr. Kilmarnock, Ayrshire.	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447).
May 28 .	Machine tools and miscellaneous stores .	W.D. Storage Depot, Royal Arsenal, Woolwich, London.	Fuller, Horsey, Sons & Cassell, (Dept. L), 10 Lloyd's Avenue, London, E.C.3. (Tel. Royal 4861).

Catalogues for each sale shown above may be obtained from the appropriate Auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*)

Sale by Tender—Miscellaneous Land Rover Spares

150 Tons approx. of cylinder blocks, rear axles, crank shafts, doors, radiators, manifolds, piston assemblies, etc.

Location; W.D. Storage Depot, Ruddington, Notts.
Application for tender forms should be made to War Office, Directorate of Sales 4(c)1 First Avenue House, High Holborn, London, W.C.1. Tender forms must be returned by May 7, 1963. Permission to view on production of tender form only.

Ministry of Public Building and Works

1963	Description of Goods	Location	Auctioneers
May 7 .	Office and miscellaneous furnishings and domestic refrigerators, electric and other fittings, canteen equipment, crockery, etc.	Ministry of Public Building and Works, Supplies Division Store, Shed 10, 51 Kidbrooke Park Road, London, S.E.3.	Hollingsworth, Bank Chambers, 329 High Holborn, London, W.C.1. (Tel. Holborn 0337).

Catalogues, price 6d., are obtainable direct from the auctioneers. View-days: day preceding the sale and morning of sale.

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CATALOGUES may be obtained from May 2 onwards from the Auctioneers' Offices, Byard Lane, Bridlesmith Gate, Nottingham. Tel.: Nottingham 54272 (10 lines).

Parliamentary Answers

Tuesday April 23

Selection of Companies with Growth Prospects

Asked on what basis the President had selected leading companies with growth prospects for the purposes of expansion in Development Districts; how many of these companies' representatives he had met in the past month; and what had been the results of these discussions. Mr. David Price, Parliamentary Secretary, Board of Trade, said: 'In making the selection, the Board of Trade have taken into account information available to them about the companies' capital investment plans and other factors which suggest that they might be able to help in the development of these districts. The first of these discussions will take place at the end of April.'

Firms Interested in Development Districts

Asked how many inquiries had been made in the last month by firms willing to expand in the Development Districts the Parliamentary Secretary said that inquiries had been received from 132 firms, 52 of these firms expressed interest in Scotland. These inquiries, all made since March 18, 1963, had not reached the stage where financial assistance had been offered.

Standard Building Grant

In reply to a question, the Parliamentary Secretary said that the proposed 25 per cent. standard building grant would be in substitution for the grant provided in section 3(2) of the Local Employment Act, 1960.

Regional Study of North-East

The Parliamentary Secretary said that the regional study of the North-East was being pursued with all possible speed, but he could not say what the outcome would be.

Unemployed in Development Districts

In reply to a question, the Parliamentary Secretary gave a list of development districts, together with those stop-listed and the number and percentage rate of wholly unemployed in each district for the past 12 months.

(These details will be found in *Hansard*. A list of Development Districts is given on page 934 of this issue of the *Board of Trade Journal*.)

Various questions dealing with unemployment are also given in *Hansard*.

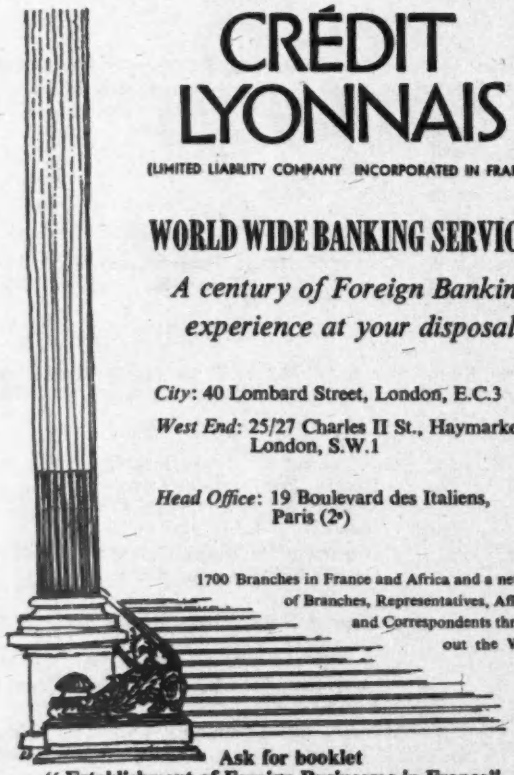
Board of Trade Regional Controllers

REGIONAL CONTROLLERS of the Board of Trade give particular attention to export development and each of the Regional Offices has a section concerned with export matters. Exporters are invited to make full use of these services. Advice about location is available to industrial concerns seeking to expand or to develop new projects.

Controller	Regional Area	Address, Subscriber Trunk Dialling Code and Telex Number
NORTHERN REGION **R. Wood**	Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.	Clarendon House, Clayton Street West, Newcastle-upon-Tyne, 1. (Tel.: Newcastle 27550. Code: ONE 2. 27550. Telex No. 53178.)
YORKSHIRE AND LINCOLNSHIRE REGION **E. Atherton**	The East and West Ridings of Yorkshire, the City of York; Lincolnshire.	Pearl Chambers, East Parade, Leeds, 1. (Tel.: Leeds 31761. Code: OLE 2. 31761. Telex No. 55265.)
NORTH WESTERN REGION **R. J. Forbes, C.B.E.**	Cheshire, Lancashire and High Peak District of Derbyshire, viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith.	76 Newton Street, Manchester, 1. (Tel.: Manchester Central 2171. Code: 061. CEN 2171. Telex No. 66104.)
MIDLAND REGION **P. J. L. Homan**	Derbyshire (except the High Peak District, viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Herefordshire, Leicestershire, Northamptonshire (including the Soke of Peterborough), Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire.	Somerset House, 37 Temple Street, Birmingham, 2. (Tel.: Birmingham Midland 8221. Code: 021. MID 8221. Telex No. 33702.)
EASTERN REGION **D. A. Wilson, C.B.E.**	Berks, Bucks, Oxfordshire, Bedfordshire, Cambridgeshire (including the Isle of Ely). Essex, Herts, Hunts, Norfolk and Suffolk (except such parts of Essex and Herts as are within the London and South Eastern Region).	Cromwell House, Dean Stanley Street, London, S.W.1. (Tel.: Tate 4355. Telex No. 25991.)
LONDON AND SOUTH EASTERN REGION **Barry Kay, C.B.E.**	London (administrative county), Middlesex, Kent, Surrey, Sussex, Hants (including the Isle of Wight), and parts of Dorset (Poole M.B. only), Essex and Hertfordshire.	Cromwell House, Dean Stanley Street, London, S.W.1. (Tel.: Tate 4355. Telex No. 25991.)
SOUTH WESTERN REGION **M. Weber**	Cornwall (including the Isles of Scilly), Devon, Gloucestershire, Somerset, Wilts and Dorset (excluding Poole M.B.).	Government Buildings, Burghill Road, Charlton Road, Westbury-on-Trym, Bristol. (Tel.: Bristol 62-2851. Code: OBR 2. 62-2851. Telex No. 44214).
WALES **R. W. Daniel, C.B.E.**	The whole of Wales and Monmouthshire.	Government Buildings, Gabalfa, Cardiff. (Tel.: Cardiff 62151. Code: OCA 2. 62151. Telex No. 49267.)
SCOTLAND **C. J. A. Whitehouse, O.B.E.**	The whole of Scotland.	40 George Street, Glasgow, C.1. (Tel.: Glasgow Bell 4455. Code: 041. BEL 4455. Telex No. 77583.) District Office: 29a High Street, Inverness. (Tel.: Inverness 31998. Code: OIN 3. 31998.)
NORTHERN IRELAND **H. E. Jones, C.B.E.**		Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast. (Tel.: Belfast 28271. Code: OBE. 2. 28271 Telex No. 74578.)

Trade Fairs and Exhibitions at Home and Overseas

Mr. D. A. W. Hill (*left*), Birwelco Ltd., Birmingham and Mr. D. M. Radford, Urquhart's (1926) Ltd., checking one of the first six Urquhart-Bloom high velocity combination gas and oil burners made in this country under the new reciprocal agreement betweeen Urquhart's (1926) Ltd., Greenford, Middlesex, and the Bloom Engineering Co. Inc., Pittsburg; under which the two firms are to manufacture and market each others combustion equipment. The burners are to be installed in a soaking pit under construction by Birwelco Ltd., for the Guest, Keen & Nettlefold steel mills at Cardiff.



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Changes in Trade Fairs and Exhibitions Announcements

BECAUSE of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:

	Date Last Published	Date Next Published
Outside Europe	April 5	July 5
Europe	Mar. 1	June 7
United Kingdom	Feb. 1	May 3

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 3096, Europe; 3097 United Kingdom and outside Europe) will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of costs and conditions or participation. Export Publicity and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

• indicates fair which is held annually at approximately the time stated.

† indicates fair which is held in alternate years at approximately the time stated.

Amendments and Additions to Classified Lists

THE fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on April 5, March 1 and February 1 respectively.

OUTSIDE EUROPE

Amendments:

The Board of Trade have been advised that the Canadian National Business Show will be held at Montreal from November 12-14, 1963, and not November 19-21, 1963, as shown in the *Board of Trade Journal* of April 5, 1963.

The Board of Trade have been advised that The National Plant Engineering and Maintenance Show will be held at Cleveland from January 27-30, 1964, and not January 26-30, 1964, as shown in the *Board of Trade Journal* of April 5, 1963.

Addition:

CHICAGO: HOBBY INDUSTRY TRADE SHOW – February 2-6, 1964.
• Apply, Mr W. L. MacMillan, Hobby Industries Association, 200 Fifth Avenue, New York 10, N.Y.

EUROPE

Additions:

MONTREUX: INTERNATIONAL EXHIBITION OF TELEVISION EQUIPMENT – May 20-25, 1963.
• Apply, Secretariat General, Exposition T.V., Case 97, Montreux.

BRUSSELS: INTERNATIONAL BUILDING EXHIBITION – February 1-9, 1964.
• Apply, The Building Exhibition, 11 Manchester Square,, London, W.1. (Tel. Hunter 1951).

PARIS: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS – February 7-11, 1964.
• Apply, Le Syndicat des Industries de Pieces Detachees et Accessoires Radioelectriques et Electroniques, 23 Rue de Lubeck, Paris 16.

UNITED KINGDOM

Addition:

LONDON: PUBLIC WORKS AND MUNICIPAL SERVICES EXHIBITION AND CONGRESS – November 16-21, 1964.
† Apply, Municipal Agency Ltd., 3-4 Clements Inn, London, W.C.2. (Tel. Holborn 6817-6819).

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CONFERENCE

An International Construction Conference will be held during the second week of the Exhibition from July 1st to July 15th, at the National Film Theatre, South Bank, Waterloo, London, S.E.1. (adjoining the Royal Festival Hall)

INTERNATIONAL

CONSTRUCTION EQUIPMENT EXHIBITION

AND CONFERENCE

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Board of Trade and ECE to Stage British Weeks in Europe

THE BOARD OF TRADE and the Export Council for Europe announce that with the backing of more than 50 industries producing for the consumer market, a massive sales impact is aimed at through a planned programme of British Weeks in Europe. Main targets selected for 1964 are Düsseldorf in May and Copenhagen in September, and more than twelve months of detailed planning are being devoted to each of these campaigns on a scale hitherto not attempted from this country.

The object of these 'Weeks' is not only to show British goods in the shop windows, but also to have adequate supplies there for immediate sale. Responsibility for organization has been divided to cover both sides of the Channel. In Britain all contact with industry has been undertaken by the Export Council for Europe. On-the-spot responsibility has been accepted by the Board of Trade who are arranging for the appointment of a special officer to co-ordinate the work at each post concerned.

At a special meeting – the second so far held – called by the Export Council for Europe in London, nearly 100 delegates from Trade Associations representing British industries producing goods ranging from caravans to soft furnishings were consulted on their part in the plan. Keen interest and support were expressed. Industries participating in these campaigns include clothing and textiles, toys and pottery, carpets and domestic appliances, food and drink, fancy goods and furniture. Full co-operation from local authorities has been promised. Each of the 'Weeks' will be accompanied by an imaginative programme of supporting events.

At a Press conference in Düsseldorf on April 23, Sir William McFazdean Chairman Export-Council for Europe said that Anglo-German trade had been growing continuously over the past decade and it was clearly no accident that West Germany was Britain's biggest customer in Europe and indeed our largest in the world after the United States and Australia. Our exports to Germany were now nearly four times what they were ten years ago. On the other hand they were still only about five per cent. of West Germany's total imports. 'Obviously we ought to be able to sell you more of our goods and in turn buy more of yours. I make no apology therefore in stating that during the British Week in Düsseldorf we shall be displaying for sale a wide selection of the best products manufactured and designed in Britain today.'

Sir William said: 'It is our aim during this "Week" to provide you with some samples of what Britain can achieve in the field of science and modern technology and to put the cream of British goods where they can be seen, and we hope also bought, by the Düsseldorf public. We want the Kö and the Berliner-allee to look like Piccadilly and Bond Street. We are confident that we have much to offer you, in the same way that you have many excellent things to offer in the British market.'

He added that the 'Week' had the keen support of our new Ambassador to Germany, Sir Frank Roberts, and of Mr. E. Melville, the Economic Minister British Embassy.

Board of Trade's Increased Aid to British Overseas Fairs Exhibitors

THE BOARD OF TRADE have decided to extend the assistance they have been giving to British firms taking part in specialized trade fairs overseas on occasions where the Board organizes a combined display for a group of firms in collaboration with their trade association. Hitherto, the scale of assistance has been determined by the number of times the trade association has exhibited at a particular fair in a joint venture with the Board of Trade. Firms exhibiting for the first time in a second or subsequent group display have in the past received the same assistance as firms which have taken part before. Since official assistance has been reduced progressively until the participants have met the entire cost of exhibiting, some firms exploring new markets have found their venture rather costly.

In future special provision will be made for firms taking part for the first time in a joint venture display at an overseas trade fair organized by a trade association in conjunction with the Board of Trade. While in the first year the Board will continue to meet all the cost of the exhibition space and the production of a shell stand scheme, it will recover costs from the association in subsequent years as follows:

New participants – nothing
Second time participants – rent of exhibition space only
Third time participants – rent of space and half the stand cost
Fourth time participants – rent of space and cost of stand

The primary purpose of the Board's overseas trade fair policy is to encourage industry to explore new markets by means of this pump-priming operation.

Encouraging Industry

The Board of Trade have in the past publicized the assistance which can be given to British industry at overseas fairs. Announcements appeared in the *Board of Trade Journal* of March 3, 1961—Expansion of Board of Trade Activities at Overseas Fairs and in the *Board of Trade Journal* of December 22, 1961—Government Scheme for Helping Industry at Trade Fairs Overseas. Following a review of the current arrangements, it has now been decided to extend the Board's assistance. The primary purpose of the scheme is to assist firms to explore new markets and the revised terms are intended to make special provision for firms which are participating for the first time within a joint venture display organized by a trade association that has co-operated with the Board of Trade on more than one occasion. Hitherto the scale of financial assistance available to individual firms has been determined by the number of occasions on which the trade association concerned has co-operated with the Board of Trade in a joint venture display at a particular fair and first time participants have only received the same amount of assistance as those which had already participated once or twice before.

The Scheme

(1) The scheme only operates where a reasonable number of firms in an industry wishes to take part. The definition of 'reasonable' varies according to the size of the industry concerned and the nature of its products. The basic aim is to ensure that the resulting display is adequately representative of the industry.

(2) The approach to the Board of Trade must be made by a Trade Association or other non-profit-making body.

(3) The facilities offered must as a rule be available to any firm in the industry which wishes to participate.

(4) Provided conditions 1 and 2 are fulfilled, on the first occasion on which the scheme is put into operation for a particular industry at a particular fair, the Board of Trade will:
(a) Rent a large enough area to enable each participating firm to be given a site of 100-150 square feet (which in the case of industries with bulky products may be increased to 200-250 square feet) and also to allow for a central information desk. If firms wish to have more space, this can usually be arranged for at the firm's own expense. Firms which are showing in their own name elsewhere in the Fair are welcome on the combined stand but are restricted to 50 square feet.
(b) Design free of charge and pay the construction, erection and demolition costs of a simple shell stand scheme; *or*
(c) Where the Fair Authorities provide not only the space but also standard boutiques or booths, the Board of Trade will pay the rent, including that of a central information desk.

(5) If a trade association wishes to participate, in any particular fair, in a 'joint venture' display for a second or third year, the Board of Trade will be willing to operate the same procedure as in the first year, *except* that it will require participating firms who previously exhibited on the group stand to contribute to the cost of the stand as follows:
(a) (i) Second year participants must pay the rent of the space which they occupy.
(ii) Third year participants must pay the rent of the space which they occupy plus half the cost of their stand.
(iii) Fourth year participants must pay the whole cost of both rent and stand construction: *or*
(b) Where the Fair Authorities provide not only the space but also standard boutiques or booths, second and third year participants would contribute as follows:
(i) Second year participants must pay half the cost of their boutiques.
(ii) Third year participants must pay three quarters of the cost of their boutiques.
(iii) Fourth year participants must pay the whole cost.

(6) Participating firms are left free (subject to the general regulations of the Fair) to decide:
(a) How they lay out their section of the stand (within the overall framework);
(b) what products they exhibit:
(c) how they display their exhibits.

(7) Participating firms are required to:
(a) bear their own costs of transport, travel and subsistence;
(b) man their section of the stand for the duration of the fair with someone competent to discuss the performance of the exhibits and the conditions of supply;
(c) have established, or be willing to establish, a sales channel in the country concerned;
(d) meet any costs of publicity or entertainment.

(8) The Trade Association is required to:
(a) Act as a channel of communication with participating firms;
(b) see that exhibitors insure (in such a way as to exclude any right to recourse against the Board of Trade by the insurance company) against loss of, or damage to, their exhibits arising from any insurable risks before, during and after the fair and whilst in transit to and from the fair and to indemnify the Board of Trade against any claim in connection with the exhibits howsoever arising;
(c) man the central information desk throughout the fair, and pay for such a proportion of it as is represented by firms participating for the second or subsequent times.

The Board of Trade have no objection to the Trade Associations making a charge to participating firms for its services in this connection, provided that accounts of its expenses over the operation are subsequently produced and any surplus returned to participating firms.

(9) The services of British official commercial and information officers overseas will, of course, be used to assist with the organizing and publicising of the operation.

(10) Inquiries about the scheme should be addressed to Export Publicity and Fairs Branch, Board of Trade, Horse Guards Avenue, London, S.W.1.

British Participation at IGEDO Fair

ON APRIL 17, the 57th International Fashion and Sales Week (Igedo) opened to the trade and public at the Düsseldorf Exhibition Grounds of the Nordwestdeutsche Ausstellungs- und Messe-Gesellschaft m.b.H. (NOWEA). The Fair displayed ladies' fashion in all branches of outerwear and was concerned with the presentation of clothing for the autumn and winter seasons of 1963/64. Over 870 firms exhibited, of which 117 were from outside Germany. Foreign participation was thus 30 per cent. greater than at the corresponding exhibition of May 1962. These Düsseldorf Fashion and Sales Weeks are recognized by the ladies' and children's fashion industry as a focal point for buyers and members of the trade in countries all over the world.

An outstanding feature of the present Fair was the participation, either on their own account or through their agents, of 21 British firms. The British exhibitors together formed the second largest foreign contingent taking part. By far the largest number of British firms were accounted for by those participating in the joint British stand, organized by the National Children's Wear Association of Great Britain and Northern Ireland (NCWA) in conjunction with the Board of Trade. This was the first joint representation by a British association at Igedo and undoubtedly created great interest. The stand, designed by the Central Office of Information, was well received by the exhibitors and of a high standard which drew well deserved praise from many German trade visitors. The range of clothing offered by members of the NCWA covered a very wide field of clothing for girls and boys of all ages from infants to teenagers.

On the evening before the official opening a press reception was arranged at which Mr. A. A. E. Franklin, H.M. Consul-General in Düsseldorf, and Mr. R. L. Sadler, the President of the NCWA, addressed the guests. A feature of the occasion was also a 'Fashion Parade' given by British children wearing clothes of the exhibitors; this created great interest. The proceedings were televised and subsequently broadcast the following day.

The market in Western Germany for children's wear is undoubtedly highly competitive and some satisfaction may legitimately be felt at successes which British exhibitors obtained. Of the British firms exhibiting on their own account, a well-known skirt manufacturer expressed satisfaction in their participation and confirmed that they had received good orders. A London firm showing through their German representative offered ladies' fur coats which were very acceptable to the German fashion taste and market. The quality of the British merchandise was well praised. A third firm, specializing in jersey dresses and suits, children's anoraks and pure wool tartans, confirmed that they had also received appreciable orders which suggested that further opportunities may well exist for them to explore in these particular fields.

A large majority of the exhibiting member firms of the NCWA obtained orders within the first 2 or 3 days of the Fair. Although in some cases these were small they, nevertheless, offered a most encouraging indication of possibilities in the German market. One exhibitor in particular pointed out that he hoped also to do business with buyers who were in Düsseldorf from other European countries. An illustration of this was, indeed, the placing of an order by a Norwegian buyer. The international character of IGEDO means that more than the German market can, in fact, be explored, and offers good prospects of an entrée into third markets.

Some exhibitors were also successful in appointing agents during the Fair. All expressed the opinion that not only did IGEDO provide a selling opportunity, but also an opportunity for participating British firms to obtain a first hand knowledge of German requirements and to study the finer points of German taste.

One further interesting aspect of British participation was provided by one of the largest British man-made fibre concerns, whose prestige stand provided an advisory service for the benefit of buyers and stockists of garments containing their fibre. This service had already met with remarkable response and success in other centres of the Federal Republic.

Additional proof of the importance attached to the British participation at Igedo and the introduction of additional items of British clothing to the German market was shown by the Town authorities of Düsseldorf who arranged a reception for all the British exhibitors in the 'Festsaal' of the old Town Hall on the evening of the second day of the Fair. The British participants were welcomed by Stadtdirektor Juest, who expressed the hope that all the exhibitors would return often to Düsseldorf for the IGEDO Fair and that their stay would be a happy one.

Based upon this first representation on a substantial scale, British exhibitors were unanimous in their opinion that, although a very competitive market, the Federal Republic of Germany has substantial opportunities to offer.

ELEVATING SCREWS BEING PACKED FOR CANADA

Part of a consignment of 36 elevating screws being specially packed by Barrett Packaging Ltd., Grantham, Lincs., for shipment to Canada. The screws, which were manufactured by Johnson Precision Instruments Ltd., Nottingham, as part of the mechanism for elevating the stage in a new theatre being built in Montreal, presented a packaging problem because they were up to 40 ft. in length, weighed nearly 8½ cwts. each and were machined to a high degree of accuracy. After preservation and wrapping the screws were secured in specially-made cradles which were mounted on shock absorbers in 40 foot-long cases. This resulted in a floating action, thus minimizing the risks of damage in transit.

British Consumer Goods Displayed in Munich

READERS of the *Board of Trade Journal* will have seen from time to time notices concerning the British Week which is to be held in Munich from June 8-16. It was with this Week in mind that the Commercial Section of the Munich Consulate-General, with the full support of the Board of Trade, organized and held a small display of British consumer goods from March 25-29. The principal idea behind the display was to give Munich shopkeepers and wholesalers the opportunity of seeing and buying British goods in advance of the Week. Although the display was not elaborately constructed, each one of the 67 firms which took part was allocated adequate table space on which their products could be displayed and some exhibitors built very attractive arrangements with the limited space at their disposal. Although the exhibitors were principally West German agents and importers, there were also a number of enterprising British firms who came to Munich especially for the event. The newly formed Scottish Thistle Export Group also put on a very attractive Scottish display. In all, the products of 183 British manufacturers were on show. These included household electrical appliances, gardening equipment, textiles, foodstuffs, stereo equipment, tools and shoes.

The display which covered an area of 600 square metres was officially opened by H.M. Consul-General in Munich, Mr. A. S. Halford.

When the original idea for the display was put forward towards the end of last year, it was visualized that between 20 and 30 British firms and/or their German agents would take part. Suitable premises were therefore found and reserved for a display of roughly that size. However, due to publicity in the *Board of Trade Journal* and various trade association magazines, over eighty applications for space were received, and it became necessary to find larger premises. As a result a larger hall was rented in the main Munich exhibition grounds. Even so there was not as much space for every exhibitor as would have been ideal.

In advance of the show some 4,000 Munich retailers, wholesalers and importers were contacted and invited to attend. Individual letters of invitation were issued to buyers in all Munich department stores, and the Munich Agents' Association publicized the event among their members. Response was generally good and some interesting business contacts were made. In some cases British firms were able to appoint local agents. Firm orders were placed for furniture, occasional tables made of diecast zinc alloy, shoes, riding coats, blankets and many kinds of foodstuffs. Agricultural equipment and gardening tools also found local favour.

As a result of this exercise many more Munich shops will take an active part in the British Week in June and, what is most important, a much greater variety of British products not previously seen in this part of Germany will be available to the people of Munich.

Mr. A. S. Halford, (right) H.M. Consul-General, Munich, and Bürgermeister Bayerle, Mayor of Munich, at one of the stands.

CUSTOMS NOTICES OF INTEREST TO EXPORTERS

THE FOLLOWING Public Notices issued by H.M. Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory, and to whom all inquiries should be addressed, or from the Secretary, H.M. Customs and Excise, King's Beam House, Mark Lane, London E.C.3.

GENERAL

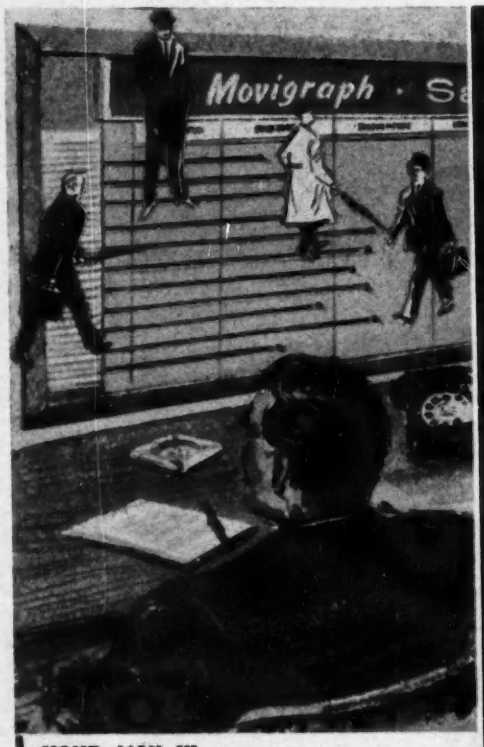
Notice No.	
106	Temporary exportations of samples by British commercial travellers.
108	Scale of charges for the special attendance of an Officer of Customs and Excise given at the request of a merchant or trader.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs Duty and/or Purchase Tax.
206	Relief from Customs Duty and Purchase Tax for goods temporarily imported for process or repair and subsequent re-exportation.
207	Re-imported goods; relief from Customs Duty and Purchase Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
427	Declaration of value on Customs export documents.
77E	Purchase Tax – Exports.
49	Temporary importations: International Co-operation.
215	Relief from Customs Duty and Purchase Tax on importation of goods intended for export which are not otherwise eligible for relief.
S.N.6	Notice to Passengers (Exchange Control and Export Licensing).
	*Notices to Exporters – Exchange Control (issued by H.M. Treasury).

DRAWBACK

218	Drawback on certain imported goods exported without change of state.
219	Drawback on certain exported goods manufactured from imported materials on which duty has been paid.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Authorization of signatories to drawback claims.
†7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer as an alternative to examination on the quay.
†276	Drawback on roasted coffee, roasted chicory or mixtures of roasted coffee and roasted chicory.
172	Drawback on hydrocarbon oils.
171	Drawback on hydrocarbon oil used in the United Kingdom in the manufacture of goods not containing hydrocarbon oil.
†56	Drawback on British manufactured saccharin and saccharin goods.
220	Drawback on silk and man-made fibres.
†48	Drawback on sugar, and on composite articles containing sugar, cocoa, etc.
†130 & †130A	Sugar Act, 1956. Surcharge repayment on sugar and molasses. (These Notices should be read in conjunction with Notice No. 48.)
†131	Sugar Act, 1956. Composite goods containing sugar or molasses. Procedure following a change in rate of surcharge, etc., under the Act.
†212	Drawback on blended tea.

* Also obtainable from any Bank.

† The Finance Act, 1962, provides for the making of a Treasury Order affecting drawback of the duty on goods described in this Notice. Exporters concerned with these goods are accordingly advised to consult their local Officer of Customs and Excise as necessary.



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OLYMPIA, LONDON · 21-24 MAY 1963

Now established in its new venue at Olympia, the 19th Radio and Electronic Component Show will be held in May 1963 with more than 250 British manufacturers of components, accessories, valves, tubes, semi-conductors and measuring instruments taking part.
Covering 120,000 square feet of exhibition space the show is sponsored by the Radio and Electronic Component Manufacturers' Federation, who extend a cordial invitation to all those interested in this rapidly growing field, vital to world industries and science.
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Exhibits include:

... components, accessories, valves, tubes, semi-conductors, measuring instruments and test gear, professional electronic equipment, machinery and tools for:

- Telecommunication equipment
- Radio and television receivers
- Tape recorders, gramophone reproducers and sound-on-film equipment
- Amplifiers, tuners and 'hi-fi' equipment
- Electronic computers and data handling equipment
- Radar and navigational aids
- Measuring instruments and test gear
- Professional and scientific electronic apparatus
- Medical electronic and allied apparatus
- Process control, industrial electronics and automation equipment
- Civil and military aeronautical ground and air equipment
- Guided missile and spacecraft equipment
- Nucleonic and atomic power control apparatus

Times: 10 a.m.—6 p.m. daily
Admission: 5/-, or by ticket obtainable from exhibitors.
Foreign visitors free.

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POLAND

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Six Polish Exporting Enterprises are represented at Stand 85, Grand Hall with products of interest to industrialists in many fields.

CEKOP Exporter of complete industrial exhibits: Four-speed automatic centrifuge beet pump rotor with shaft. Sugar station automatic turbine blades, Model of power plant, Model of beet sugar plant, Model of cane sugar plant.

CENTROZAP Mining-drilling, metallurgical industry, iron-founding industry, export-import of machines and equipment, exhibits: mining safety and rescue equipment.

ELEKTRIM Company for export and import of electrical equipment, exhibits: Atomic Reactor model, Radar speed meter, high tension switchboard, TV equipment for industrial purposes.

METALEXPORT Export-import of machine tools, textile machinery, exhibits: tool milling machine, Kret ground piercing implement, contactless copying milling machine with electronic control.

POLSERVICE Consulting engineers, provides the services of specialists, export of licences and patents, exhibits: suspended rope-belt conveyor, mill for the process of size reduction of hard materials.

VARIMEX Exhibits: defectograph, ultrasonic petroscope, workshop microscope, impulsive concretoscope, ultrasonic flow detector, radiator pyreometer with cooling device.

PARTICULARS OF EXPORTS AND SERVICES FROM THE EXHIBITORS, STAND 85, GRAND HALL

PCF/1 THE POLISH EXHIBIT IS ORGANISED BY THE POLISH CHAMBER OF FOREIGN TRADE

Rand Easter Show

Britain Wins Fifth Successive Gold Medal

By K. J. Green,

H.M. Vice-Consul (Commercial),

Johannesburg.

Mr. J. Bentley, (Second left, foreground), Brecknell, Dolman & Rogers Ltd., explains his firm's egg grading machine to the Minister of Agricultural Technical Services, and Mrs. Le Roux.

THE BRITISH PAVILION, with the theme 'British Equipment for Agriculture', continued its unequalled success since it was opened in 1959 by gaining one of the two Gold Medals awarded to National Pavilions at this year's Rand Easter Show. The Show, held from April 2 to 15 in the permanent showgrounds of the Witwatersrand Agricultural Society at Johannesburg, is the main agricultural, commercial and industrial exhibition in Southern Africa. Total attendance for the eleven days of the Show again exceeded 500,000 including 30,000 special trade invitations for its first two preview days. In the international section Austria, Belgium, France, Italy, Netherlands, South Africa, Rhodesia and Nyasaland, Western Germany and Britain again exhibited in their permanent Pavilions. Newcomers were Portugal and Spain and there were also pavilions of Swedish industries and Japanese industries.

British Firms Co-operate

Each year's exhibition in the British Pavilion has featured a related group of industries. Products used in farming were displayed this year in an imaginative exhibition designed by the Central Office of Information for the Board of Trade. Fourteen British firms co-operated with their own individual displays, their products including tractors, trucks, engines, pumps, a combine harvester, spraying equipment, insecticides, lubricants, veterinary products and grass-cutting equipment. The entrance feature provided by the Board of Trade illustrated the work of the National Institute of Agricultural Engineering including its development of the one-wheel-drive tractor. This machine, a model of which was displayed, aroused considerable interest for its advanced agricultural engineering techniques and its potential application in South Africa. Major attractions provided by the exhibitors included a specially prepared 8 ton truck with a full size cut-away working model of its 6 cylinder engine alongside. This was acclaimed for its superb engineering craftsmanship as was the exhibit of another manufacturer, a cut-away tractor with all working parts visible. The one million and tenth diesel engine made by the world's largest diesel engine manufacturers attracted much attention as did a new development of a well-known utility vehicle to provide power take-off for a variety of uses. Exhibitors were delighted with the interest shown in their products and many orders are expected to follow their participation in the exhibition.

Central Exhibit

The Board of Trade's main contribution was a central exhibit showing in action for the first time in South Africa an automatic egg grading and packing machine; a smaller version for hand packing was also displayed. The machines were supplied and operated by Brecknell, Dolman & Rogers Ltd., Bristol, through their local agents. 200,000 eggs were diverted from the normal output of a Johannesburg egg packer and processed at intervals through the machines. The Press described the machines in operation as one of the most fascinating items in the entire showgrounds; they aroused tremendous interest, on occasions many hundreds of visitors watching each demonstration. The South African Egg Packers Association adjourned their annual conference to the Pavilion cinema for a lecture and film by Mr. J. Bentley of Brecknell, Dolman & Rogers Ltd., followed by demonstrations of the machines. The cinema was also used by the British Information Services for regular film shows appropriate to the theme of the exhibition, including some specially for farmers.

The whole exhibition presented a harmonious and effective display which took full advantage of the spacious, circular Pavilion, itself one of the best known landmarks in the showgrounds.

The British Manufacturers' and Representatives' Association again provided secretarial services to the exhibitors. The Association also organized the Exhibitors' Club and a most successful cocktail party which was given in the Pavilion by the exhibitors for 250 trade guests. Distinguished visitors to the Pavilion included the Minister of Agricultural Technical Services and Mrs. Le Roux; Lord Lansdowne, Minister of State at the Colonial Office and Mr. Harry Oppenheimer who this year formally opened the Rand Easter Show.

The Pavilion was administered for the Board of Trade by the British Consulate-General, Johannesburg, who also staffed the official enquiry desk with its eye-catching display of tools provided by the Federation of British Hand Tool Manufacturers. A large number of trade enquiries was dealt with at the desk and some 80,000 special leaflets given out. At the exit from the Pavilion on the mezzanine floor visitors were reminded of Britain's tourist attractions by the British Travel Association's effective display panel.

Pavilion a Continuing Success

As in the past, this year's exhibition was favourably received by the trade, the public and the press. Proof of a purpose well fulfilled through the co-operative efforts of the exhibitors and their South African agents, the Central Office of Information, the Board of Trade, the British Information Services and the British Consulate-General was given by the *Rand Daily Mail* as follows: 'Taken as an all-round exhibition the British Pavilion is a credit to its nation and shows an appreciation of South African needs'.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, *Board of Trade Journal*, Room 2410, Board of Trade, Horse Guards Avenue, London, S.W.1 (Telephone: Trafalgar 8855, Ext. 2192). Telegrams and cables should be addressed 'Boneblack, London.'

What does
CANADA
offer
Britain's
exporters?

There are clear signs that the retrenchment undertaken last year in Canada, our fourth largest market, is proving successful and that the strengthening of the trade balance will continue. In the longer term, Canada's increasing population and rising living standards make prospects for U.K. exporters extremely good.

These are two conclusions reached by our Intelligence Department in a recent report on Canada. Many important questions are answered in this survey, questions of interest to all businessmen contemplating selling to Canada. Copies of the report can be obtained from any of our branches. Alternatively, please get in touch with any of our specialised Foreign Branches:

London: Chief Foreign Branch, 168 Fenchurch Street, EC3
West End Foreign Branch, 1 Pall Mall East, SW1
Birmingham: 61 Colmore Row
Bradford: 25 Kirkgate
Liverpool: 38 Old Hall Street
Manchester: 94 Portland Street
Southampton: Grosvenor House, Cumberland Place

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Overseas Trade Section

Trade and Financial Arrangements

Renewal of Benelux Trade Agreements

A NOTICE published in the Netherlands *Economische Voorlichting* No. 14 of April 3, 1963, summarizes the position of the Benelux trade agreements as at April 1.

In some instances, where agreements have already been renewed, details have been published in the *Board of Trade Journal*. In addition, the following agreements are still valid:

Country	Validity of Agreement
Austria	April 1, 1963-March 31, 1964
Bulgaria	January 1, 1963-December 31, 1963
Czechoslovakia	April 1, 1963-March 31, 1964
Denmark	December 1, 1962-November 30, 1963
Hungary	January 1, 1963-December 31, 1963
Israel	September 1, 1962-August 31, 1963
Norway	May 1, 1962-April 30, 1963
Poland	January 1, 1963-December 31, 1963
Portugal	October 1, 1962-September 30, 1963
Roumania	October 1, 1962-September 30, 1963
Tunisia	April 1, 1963-March 31, 1964
Sweden	March 1, 1963-February 29, 1964
Switzerland	April 1, 1963-March 31, 1964
Yugoslavia	July 1, 1962-March 3, 1964

France and Eastern Germany

THE FRENCH *Moniteur Officiel du Commerce International* of December 15, 1962, announced that a new trade agreement was concluded on December 11, 1962, between France and Eastern Germany. The agreement covers the period from January 1, 1963, to December 31, 1963.

French exports to Eastern Germany are to include machinery, pharmaceutical and beauty products, wines and spirits, agricultural products, wool and woollen fabrics, toys and jewellery.

East German goods to be exported to France will include agricultural and other machinery, furniture, textiles, books, musical instruments, various chemical products and photographic apparatus.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

Switzerland and West Germany

A SEVENTH Supplementary Protocol to the Swiss-West German trade agreement of December 2, 1954, was signed in Berne on February 15, 1963, after a meeting of the Swiss-German Mixed Government Commission. The Protocol covers the period January 1, 1963, to December 31, 1963, and sets out new quota lists for non-liberalized goods.

Quotas for German imports from Switzerland include cattle, seed-potatoes, fresh vegetables, fruits, and wine for industrial use. Swiss quotas for imports from Germany include seeds, vegetables, fruit, edible oil, meat and horses.

The text of the Protocol and the quota lists (in German and French) are held in the Export Services Branch, Board of Trade, Hillgate House, Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449).

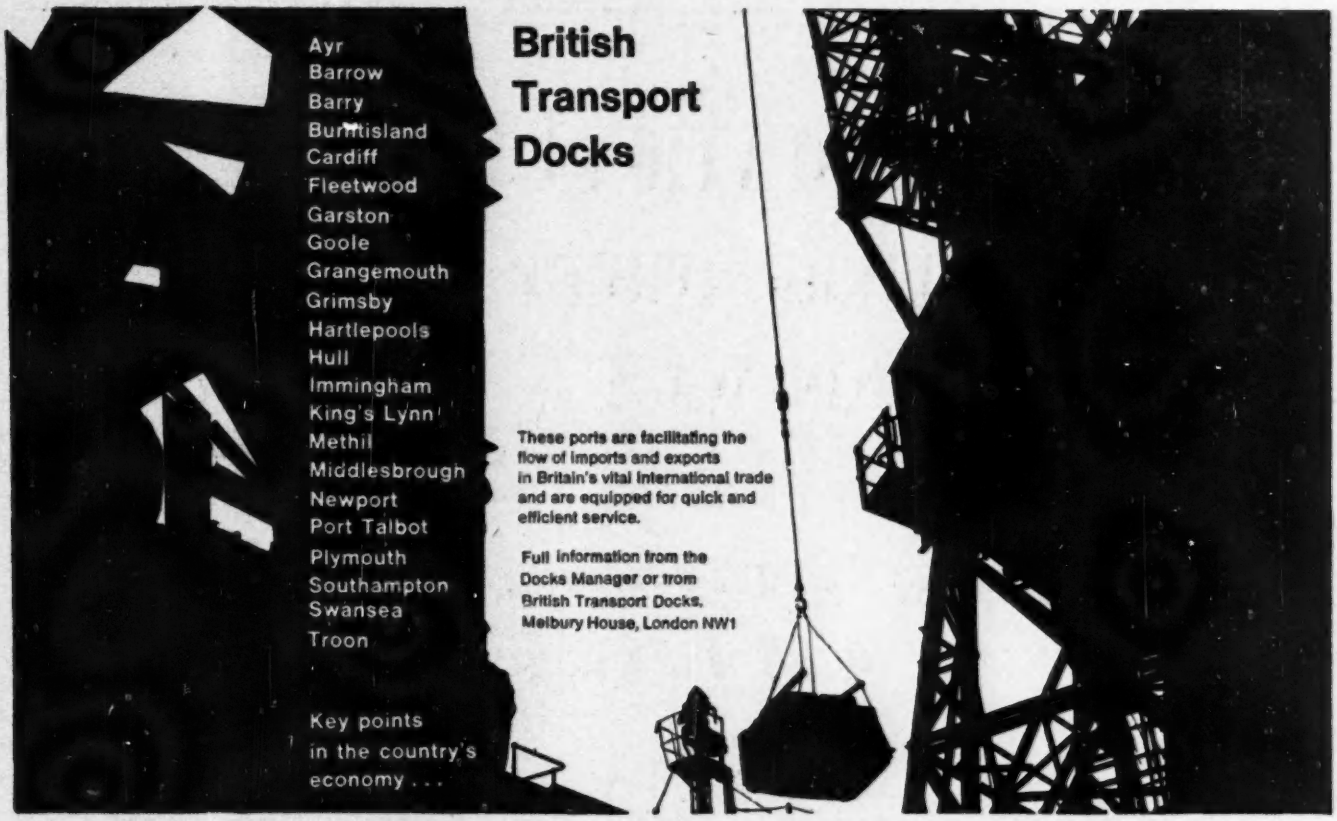
Hints to Businessmen Visiting the West Indies

A REVISED edition of the booklet on Jamaica, the Bahamas, Bermuda and British Honduras has been published in the series of 'Hints to Businessmen'.

British Businessmen who intend visiting those countries on export business can obtain copies of the booklet on application to the Directories and Notices Section, Board of Trade, Room 0348, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2928).

Loss of Mail for Iceland

THE GENERAL Post Office announce that a small amount of mail for Iceland posted in this country between April 11 and 13, must regrettably be considered as lost. This mail was being carried in the Icelandair aircraft which crashed near Oslo on April 14.



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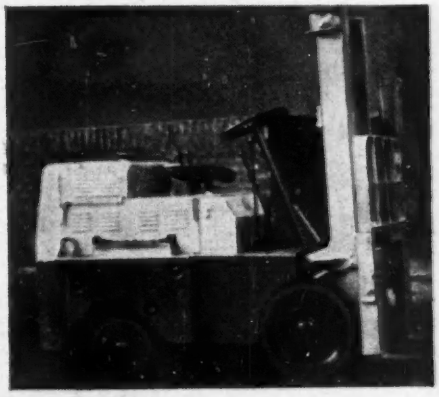

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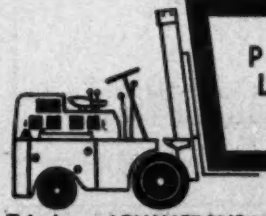

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Information for United Kingdom Exporters

BRIEF DETAILS are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the *Export Service Bulletin*.

The *Bulletin*, published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room E.11, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 433), (Telex 25977). Copies of particular *Bulletins* containing further details of the items referred to below can be obtained from the same address on prepayment of the sum of 2s. per copy.

Calls for Tender

*Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Inquiries by telephone: City 5757, Ext. 406 and 404). Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated. Tender documents are available for loan in those cases marked with an asterisk *.*

AUSTRALIA

Lighting Fittings for Cairns Regional Electricity Board. May 22. E.S.B. 13080/63.*
Switches-Isolation for the Southern Electric Authority of Queensland. May 14. E.S.B. 13398/63.

BORNEO

Building Construction for Borneo Development Corporation Ltd. (Advance Information.) E.S.B. 13857/63.

BRUNEI

Broadcasting Equipment for the Department of Broadcasting and Information. May 15. E.S.B. 12883/63.

BURMA

Establishment of Sawmill for State Timber Board. Closing date not known. List of requirements available in E.S.B. 13067/63.*
Hand Tools and Electric Drills for Engineering Industry Project. May 6. E.S.B. 13399/63.*
Tin Plate for Ministry of Defence. May 6. E.S.B. 13787/63.*

Joint Venture Corporation Ltd.:
Fabrics. May 30. E.S.B. 13382/63.*
Fabrics. June 10 and 22. E.S.B. 13383/63.
Textiles. Closing dates from May 15 to June 12. E.S.B. 13400/63.*

Civil Stores Committee:
Abrasive Paper Cloth and Tape. May 15. E.S.B. 13391/63.*
Cotton Waste. May 13. E.S.B. 13396/63.*
Hand Tools. May 14. E.S.B. 13392/63.*
Hand Tools. May 14. E.S.B. 13393/63.*
Hand Tools. May 13. E.S.B. 13395/63.*
Hand Tools. May 14. E.S.B. 13394/63.*
Chain Link. May 15. E.S.B. 13372/63.*
Metal Bars and Ingots. May 8. E.S.B. 13346/63.*
Mild Steel Chain. May 8. E.S.B. 13348/63.*
Lead Connectors. May 13. E.S.B. 13347/63.*
Yarns. May 13. E.S.B. 13089/63.*
Condensed and Evaporated Milk. May 6. E.S.B. 13090/63.*
Switches. May 6. E.S.B. 13355/63.*
Translucent Sheets. May 13. E.S.B. 13356/63.*
Drilling Equipment. May 8. E.S.B. 13363/63.*
Hand Tools. May 13. E.S.B. 13369/63.*
Grinding Wheels and Stones. May 15. E.S.B. 13370/63.*
Saws (Hand). May 13. E.S.B. 13373/63.*
Hinges and Metal Hardware. May 15. E.S.B. 13349/63.*
Manhole Frames and Covers. May 15. E.S.B. 13350/63.*
Lead Sheets. May 14. E.S.B. 13351/63.*
Washers and Screws. May 14. E.S.B. 13352/63.*
Glass. May 13. E.S.B. 13353/63.*
Hard Board. May 14. E.S.B. 13354/63.*

CEYLON

Hydro-Electric Scheme for Ministry of Agriculture, Land, Irrigation and Power. (Further Information.) Closing date postponed to May 14. (Also amendments to specifications.) E.S.B. 38829/62.

Gal Oya Development Board:
Bottling Plant. May 31. E.S.B. 13742/63.
Canisters. May 15. E.S.B. 13715/63.
Crane Trailers. (Further Information.) Closing date postponed to May 15. E.S.B. 10626/63.*
Tractor Spares. May 17. E.S.B. 13788/63.

EGYPT

Steam Boilers for Cairo Electricity and Gas Administration. May 14. E.S.B. 13040/63.
Welding Materials for Mechanical and Electrical Department. May 20. E.S.B. 12497/63.

General Organization for Executing the Five Year Plan:
Edible Oil Extraction Plant. (Further Information.) E.S.B. 12135/63.*
Printing Ink Plant. June 22. E.S.B. 12893/63.
Phosphate Ore Plant. July 1. E.S.B. 12894/63.*
Fertilizer Plant Extension. (Further Information.) Closing date postponed to June 1. E.S.B. 36368/62.*
Vacuum Cleaners (Industrial). May 21. E.S.B. 12488/63.*

Misr Beida Dyers:
Chemicals. May 7. E.S.B. 13087/63.*
Chemicals. May 7. E.S.B. 13086/63.*
Chemicals. May 7. E.S.B. 13085/63.*
Chemicals. May 14. E.S.B. 13072/63.*
Chemicals. May 12. E.S.B. 13071/63.*
Chemicals. May 12. E.S.B. 13070/63.*
Chemicals. May 14. E.S.B. 13074/63.*
Chemicals. May 12. E.S.B. 13069/63.*
Chemicals. May 8. E.S.B. 13068/63.*
Chemicals. May 14. E.S.B. 13073/63.*
Chemicals. May 8. E.S.B. 13045/63.*
Chemicals. May 11. E.S.B. 13046/63.*
Chemicals. May 11. E.S.B. 13048/63.*
Chemicals. May 11. E.S.B. 13047/63.*
Chemicals. May 8. E.S.B. 13044/63.*

FORMOSA

Woodworking Machinery for Ta Hua Co. Ltd. May 21. E.S.B. 13545/63.*

Central Trust of China:
Cast Iron Pipes. May 23. E.S.B. 13099/63.*
Time Switches. May 8. E.S.B. 13097/63.

GREECE

Sewage Treatment Plant for Sanitation and Hydraulic Works Technical Co. Ltd. May 24. E.S.B. 13077/63.*
Office of the Supply Department:
Anaesthetics. May 13. E.S.B. 13792/63.*
Paper for Machine Writing. May 13. E.S.B. 13791/63.*

Ministry of Trade:
Laboratory Instruments. May 31. E.S.B. 12483/63.*
Laminating Machines Plastic Material. May 13. E.S.B. 12485/63.*
Office Machines. May 24. E.S.B. 12484/63.*

(*Continued on next page*)

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Information for U.K. Exporters (*Continued*)

Printing Machines. May 28. E.S.B. 12486/63.*
Chartographic Instruments. May 27. E.S.B. 13093/63.*
Postal Scales. May 30. E.S.B. 13094/63.*

INDIA

Trunions for Workshops Division, Dapuri/Poona. June 6. E.S.B. 13066/63.
Marine Equipment for Hindustan Shipyard Ltd. May 30. E.S.B. 12886/63.
Machine Shop Equipment for Government Polytechnic, Perinthalmanna. May 13. E.S.B. 12875/63.*
Gun Metal for Bombay Port Trust. May 8. E.S.B. 13065/63.
Switchgear for Assam State Electricity Board. (Further Information.) Closing date postponed to June 30. E.S.B. 2780/63.*
Perforated Sheet Steel for Heavy Electrical (India) Ltd. May 8. E.S.B. 13301/63.

Singareni Collieries Co. Ltd.:
H.T. Switchgear. May 16. E.S.B. 13001/63.*
Switchgear. May 16. E.S.B. 13002/63.*

Department of Investment, Promotion and Supplies:
Cables. May 16. E.S.B. 13316/63.
V.I.R. Cables. May 9. E.S.B. 13315/63.

Hindustan Steel Ltd.:
Cutting, Welding and Scarfing Torches. July 8. E.S.B. 13051/63.*
Steel Castings. (Further Information.) Tender schedule now available. E.S.B. 11827/63.*
C.I. Castings. (Further Information.) Tender specifications now available. E.S.B. 11826/63.*

Atomic Energy Establishment:
Flow Indicating Controller. May 10. E.S.B. 13060/63.
Flow Transmitters. May 13. E.S.B. 13061/63.
Metallograph. (Further Information.) Tender documents now available. E.S.B. 11818/63.*
Hydraulic Press and Ram. (Further Information.) Tender documents now available. E.S.B. 11816/63.*
Platform Auto Truck. May 15. E.S.B. 13063/63.
Hydraulic Press. May 14. E.S.B. 13062/63.
Mechanical Handling equipment. (Further Information.) Tender documents now available. E.S.B. 12126/63.*
Spectrophotometer. (Further Information.) Tender documents now available. E.S.B. 12177/63.*
Recording Measuring Instruments. (Further Information.) Tender documents now available. E.S.B. 12179/63.*
Extensometer. (Further Information.) Tender documents now available. E.S.B. 12180/63.*
Air Conditioning Plant. (Further Information.) Tender documents now available. E.S.B. 12182/63.*
Piezometer. (Further Information.) Tender documents now available. E.S.B. 12181/63.*
Autocollimators. (Further Information.) Tender documents now available. E.S.B. 11814/63.*
Machine Tools. (Further Information.) Tender documents now available. E.S.B. 11817/63.*
Electrical Equipment. May 17. E.S.B. 13064/63.
Press. (Further Information.) Tender documents now available. E.S.B. 11823/63.*
Grinder. (Further Information.) Tender documents now available. E.S.B. 11819/63.*
Temperature Bath. (Further Information.) Tender documents now available. E.S.B. 11820/63.*
Programme Controller. (Further Information.) Tender documents now available. E.S.B. 11808/63.*
Testing Instruments. (Further Information.) Tender documents now available. E.S.B. 11809/63.*
Monochromator. (Further Information.) Tender documents now available. E.S.B. 11821/63.*

Fertilizer Corporation of India Ltd.:
Limit Switches. May 8. E.S.B. 13052/63.*
Alarm Panels. May 8. E.S.B. 13053/63.*
Limit Switches. May 10. E.S.B. 13055/63.*

India Store Dept.:
Rifle Barrel Forging Machine. May 30. E.S.B. 13032/63.
Automatic Lathe. May 30. E.S.B. 13033/63.

U.P. State Electricity Board:
Transformers. (Further Information.) May 8. E.S.B. 12165/63.
Transformers. (Further Information.) May 21. E.S.B. 12167/63.
Electrical Equipment. June 17. E.S.B. 12884/63.

IRAN

Panel Bulbs for Signals for State Railways. May 8. E.S.B. 12880/63.*
Power Transmission Equipment for Ministry of P.T.T. May 21. E.S.B. 12879/63.*

Iranian Tobacco Monopoly:
Stitching Wire. June 11. E.S.B. 12881/63.*
Paper. June 9. E.S.B. 12882/63.*

IRAQ

Tools; Vee Belts; Welders Goggles for Iraqi Ports Administration. (Further Information.) Tender documents (Part Persian) available. Specification in English. E.S.B. 11402/63.*
Removal and Erection of Electrical Equipment for Ministry of Municipalities. June 1. B.S.B. 13013/63.

Government Oil Refineries Administration:
Steel Sheets. May 18. E.S.B. 13025/63.
Vehicles. May 21. E.S.B. 13024/63
Electric Cables. June 16. E.S.B. 13022/63.
Electrical and Lighting Fittings. June 30. E.S.B. 13023/63.
Lithographed Tin Plate. May 11. E.S.B. 13026/63.

ITALY

NATO Infrastructure Contract:
Four separate Telephone Connections at Different Air bases for Italian Authorities. Apply by May 8. G.D. 661/63(199.)

KUWAIT

Pipes for Kuwait Oil Co. Ltd. May 12. E.S.B. 13034/63.*

KOREA

Office of Supply:
Telecommunication Equipment and Components. May 8. E.S.B. 12430/63.*
Power Station Equipment. May 14. E.S.B. 13039/63.*

NEW ZEALAND

Dunedin City Corporation:
Copper Cable. May 31. E.S.B. 13704/63.*
Copper Cable. May 31. E.S.B. 13703/63.*

General Post Office:
Batteries. May 24. E.S.B. 13384/63.*
Plastic Mesh. May 22. E.S.B. 13050/63.*
Locks, Brass. May 23. E.S.B. 13049/63.

PAKISTAN

Miscellaneous Electrical Equipment; Plant and Machinery for East Pakistan Railway Board. May 29. E.S.B. 12868/63.*
Water Meters for Government of West Pakistan. May 6. E.S.B. 13377/63.

PHILIPPINE REPUBLIC

Truck-Tractor-Trailer Combination for National Power Corporation. Closing date postponed to May 7. E.S.B. 7748/63.*

PORTUGUESE EAST AFRICA

Ports, Railways and Transport Department:
Metallization Installation. May 15. E.S.B. 13017/63.
Washers, Bolts etc. May 16. E.S.B. 13014/63.
Various Tools. May 17. E.S.B. 13016/63.
Electrical Equipment. May 31. E.S.B. 13015/63.
Various Spares. May 31. E.S.B. 13018/63.
Electric Equipment. May 20. E.S.B. 13020/63.
Electric Switch Control Machines. May 13. E.S.B. 13019/63.

PORTUGUESE WEST AFRICA

Aircraft Equipment for Angolan Airlines. May 22. E.S.B. 12877/63.*
Fishplates for Ports, Railways and Transports Dept. May 6. E.S.B. 12876/63.

RHODESIA AND NYASALAND

Cable Joints for City of Bulawayo Electrical Department. May 15. E.S.B. 13003/63.

SINGAPORE

Singapore City Council:
Telephone Cable. May 7. E.S.B. 13007/63.*
Cables. May 7. E.S.B. 13008/36.*
Galvanized Steel Tubes. May 21. E.S.B. 12852/63.

SOUTH AFRICA

South African Railways:
Ballast Cleaning Machine. May 10. E.S.B. 12858/63.*
Timber. May 10. E.S.B. 12867/63.*

Transvaal Provincial Administration:
X-Ray Equipment. May 10. E.S.B. 13374/63.*
Diesel Truck. May 10. E.S.B. 12500/63.*

Cape Tender Board:
Hand Tools. May 17. E.S.B. 13358/63.*
Cotton Thread; Needles; Pins. May 17. E.S.B. 13360/63.*
Hypodermic and Suture Needles. May 17. E.S.B. 1336I/63.*
Cotton Fabrics. May 14. E.S.B. 13359/63.*

State Tender Board:
Iron and Steel Rolls. May 13. E.S.B. 12497/63.*
Laboratory Equipment. May 13. E.S.B. 12899/63.*
Laboratory Equipment. May 15. E.S.B. 13312/63.*
Laboratory Equipment and Glassware. May 13. E.S.B. 13388/63.*
Laboratory Equipment. May 10. E.S.B. 12898/63.*
Meteorological Instruments. May 15. E.S.B. 12900/63.*
Police Uniform and Accessories; Ammunition; Kitchen Sinks; Chains. May 8. E.S.B. 12863/63.*
Tablets. May 8. E.S.B. 13313/63.*
Radio Valves. May 13. E.S.B. 12865/63.*
Oil Flow Meter; Oil Fuel Pump. May 13. E.S.B. 12498/63.*
Battery Charging Plants. May 10. E.S.B. 12499/63.*

SOUTH VIETNAM

Tyres and Tubes for Central Purchasing Authority. May 10. E.S.B. 13029/63.*

SPAIN

Deck Lighting for Junta De Obras y Servicios Del Puerto Ceuta. May 15. E.S.B. 12854/63.
Water Supply Schemes for Direccion General De Obras Hidraulicas. May 20. E.S.B. 13375/63.

SUDAN

Storage Sheds for Sudan Gezira Board. May 15. Tender documents available for loan. E.S.B. 11383/63.*

TANGANYIKA

Steel Windows and Fittings for Central Tender Board. May 10. E.S.B. 12897/63.*

THAILAND

Distribution Transformers for Metropolitan Electricity Authority. May 14. E.S.B. 13708/63/D.L.F.

TURKEY

Marine Equipment for Deniz Kuvvetleri Komutanligi. May 8. Tender documents (in Turkish) available. E.S.B. 12892/63.*

Information for U.K. Exporters (*Continued*)

Electric Bells for Turkish Maritime Bank. May 9. E.S.B. 13038/63.*
Construction of an Iron Foundry for Makina ve Kimya Endustrisi Kurumu. June 1. E.S.B. 13254/63.*
Installation for Manufacture of Steel Pipes for Makina ve Kimya Endustrisi Kurumu (Advance Information.) E.S.B. 13594/63.

P.T.T. Genel Mudurlugu:
Telephone Equipment. May 17. Tender documents (in Turkish) available. E.S.B. 12855/63.*

Wood Preservatives. June 3. Tender documents (in Turkish) available. E.S.B. 12856/163.*

UNITED STATES OF AMERICA

Digital Dispatching System for Dept. of the Interior. Closing date postponed to May 7. E.S.B. 11415/63.

URUGUAY

Steel Springs for Commercial Department. May 27. Tender documents (in Spanish) available. E.S.B. 13037/65.*

Agency and Export Opportunities, Market Surveys, Etc.

Further details of the items referred to below are contained in recent issues of the Export Service Bulletin, or Supplement, copies of which can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (inquiries by telephone: City 5757, Ext. 427), on prepayment of the sum of 2s. per copy. The reference number should be quoted in all inquiries.

Australia
Agency inquiry for chinaware; glassware. (E.S.B. 12906/63.)

Belgium
Agency inquiry for air compressors; drilling equipment. (E.S.B. 13179/63.)
Agency inquiry for electronic calculator. (E.S.B. 39381/62.)

Bolivia
Agency inquiry for smokers requisites. (E.S.B. 12594/63.)

Colombia
Agency inquiry for construction equipment; machinery and plant; vehicles. (E.S.B. 9282/63.)

Costa Rica
Inquiry for electric cables; plastics insulation material – further information. (E.S.B. 4987/63.)

Cuba
Economic report for 1962. (C.R.E. 3569/59.)

Denmark
Economic report. February 1963. (C.R.E. 2744/63.)

Ethiopia
Market report on made-up clothing. (E.S.B. 4391/63.)

Finland
Agency inquiry for foodstuffs. (E.S.B. 13284/63.)
Agency inquiry for furnishing fabrics; carpets; chemicals. (E.S.B. 7078/63.)

France
Agency inquiry for cradle covers; knitwear. (E.S.B. 12698/63.)
Agency inquiry for worsted cloth. (E.S.B. 13203/63.)
Agency inquiry for men's clothing; suitings. (E.S.B. 12583/63.)
Inquiry for worsted fabrics. (E.S.B. 12753/63.)
Economic report – February 1963. (C.R.E. 213/63.)

France/Finland
Trade Agreement. (C.R.E. 2396/56.)

Germany (Federal Republic of)
Agency inquiry for components for electrical domestic appliances. (E.S.B. 12056/63.)
Agency inquiry for porcelain; earthenware; table mats. (E.S.B. 12981/63.)
Inquiry for machinery for label printing. (E.S.B. 13137/63.)
Economic report – April 1-7, 1963. (C.R.E. 1479/G.)
Economic report – October-November 1962. (C.R.E. 8323/62.)
Import Committee Publication, April 6, 1963 – margarine. (C.R.E. 158/62.)

Greece
Inquiry for figurines; giftware; office and desk accessories. (E.S.B. 12988/63.)

Hong Kong
Economic report for 1962. (C.R.E. 613/61.)

Iran
Agency inquiry for agricultural equipment; paper products and equipment. (E.S.B. 13110/63.)
Inquiry for steel sheets; pipes and fittings; electrical cables and equipment; fire protection and safety equipment; machine tools and gauges; chemicals; valves – further information. (E.S.B. 9258/63.)

Iraq
Economic report for February 1963. (C.R.E. 2743/63.)

Italy
Agency inquiry for adhesive labels. (E.S.B. 12723/63.)
Inquiry for cement mixers; machinery for making concrete blocks; hydraulic presses. (E.S.B. 12963/63.)

Malaya (Federation of)
Economic report for 1962. (C.R.E. 825/4/R.)

Morocco
Economic report for 1962. (C.R.E. 5671/59.)

Netherlands
Inquiry for pneumatic hand tools. (E.S.B. 12696/63.)

Nigeria and Ghana
Report on advertising media. (GD 455/G.)

Norway
Agency inquiry for printing equipment and accessories. (E.S.B. 13184/63.)
Agency inquiry for industrial chemicals. (E.S.B. 12015/63.)

Philippines
Inquiry for rivets; nails; screws and washers. (E.S.B. 11762/63.)

Poland/Italy
Trade Agreement. (C.R.E. 1902/G.)

Rhodesia and Nyasaland
Economic report for 1962. (C.R.E. 3066/63.)

Rwanda and Burundi
Inquiry for men's suitings. (E.S.B. 39286/62.)

Singapore
Agency inquiry for diesel engines; welding equipment; woodworking machinery; pumps; mining equipment. (E.S.B. 13107/63.)
Economic report for 1962. (C.R.E. 5250/62.)

South Africa
Inquiry in respect of miscellaneous agencies. (E.S.B. 12911/63.)
Market report on furnishing fabrics and other household textiles. (E.S.B. 3024/63.)

Sudan
Economic report for 1962. (C.R.E. 1897/62.)

Sweden
Agency inquiry for glass-fibre. (E.S.B. 12563/63.)
Inquiry for piece-goods. (E.S.B. 13222/63.)
Inquiry for outboard motor components. (E.S.B. 12506/63.)
Market report on industrial process control instruments. (E.S.B. 1837/63.)

Switzerland
Agency inquiry for foodstuffs. (E.S.B. 12967/63.)
Inquiry for biscuits. (E.S.B. 12904/63.)
Inquiry for pumps. (E.S.B. 12985/63.)

Thailand
Market report on agricultural machinery. (E.S.B. 9363/63.)
Economic report – March 1963. (C.R.E. 2653/60.)

Tunisia
Economic report for 1962. (C.R.E. 7923/61.)

Uganda
Agency inquiry for mechanical handling equipment; electrical accessories and fittings. (E.S.B. 13164/63.)

United States of America
Inquiry for lighting fixtures and lamps; fireplace goods. (E.S.B. 12773/63.)
Inquiry for pressure gauges. (E.S.B. 11031/63.)
Inquiry for pillow blocks. (E.S.B. 12251/63.)
Inquiry for malleable iron castings; steel tubing. (E.S.B. 12637/63.)
Inquiry for gloves. (E.S.B. 12291/63.)
Manufacture under licence – moulded rubber products. (E.S.B. 13104/63.)

In the MAY issue: CHINA-U.K.: Boost for trade ● PAKISTAN: Indus Basin progress ● OVERVOLTAGE: Latest research ● ENERGY AT THE HEART OF DEVELOPMENT: (Special Supplement)

FAR EAST TRADE

India's Third Five Year Plan

COMMONWEALTH DIGEST

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Tariff, Customs, Import and Other Regulations in Overseas Countries

Registered Trade Mark (rtm) Goods in Overseas Tariff Lists

THE LISTS OF TARIFF, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be prefixed by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

THE NETHERLANDS

Turnover Tax Surcharge on Imported Goods

A NETHERLANDS Royal Decree dated March 19, 1963, **and effective from April 1, 1963, ('STAATSBLAD'** No. 91/1963), announces changes in Turnover Tax Surcharge payable on certain imported goods.

Details of these changes are reproduced below:

(1) Benelux Tariff No.	(2) Description	(3) Basic Turnover tax	(4) Turnover tax surcharge on imported goods	(5) Effect of Decree of March 19, 1963
		Per cent.	Per cent.	Per cent.
15.02	Unrendered fats of bovine cattle, sheep or goats; tallow (including '*premier jus*') produced from those fats:			
ex	Crude	Nil	Nil	Minus 0·5
18.06 B	Chocolate and other food preparations containing cocoa, except cocoa powder, simply sweetened	Nil, 5 or 10	4	Plus 4
28.25	Titanium oxides	5	2·5	Plus 2·5
39.01 B I a 2 aa	Phenoplasts, prepared for moulding	5	4	Plus 4
ex 39.03 A II b	Artificial gut of regenerated cellulose, printed	5	3	Plus 3
74.04 B	Wrought plates, sheets and strip, of other than square or rectangular shape, of copper:			
II	Polished, coated or otherwise worked	5	Nil	Minus 3
74.05 A	Copper foil of a thickness (excluding any backing) not exceeding 0·15 mm., backed	5	Nil	Minus 3
74.07	Tubes and pipes and blanks therefor, of copper; hollow bars of copper:			
A	Of uniform section throughout the whole length:			
III	Other than unworked, including welded, riveted, folded or open-seam tubes and pipes and other than not further worked than clad, coated or otherwise surface-treated	5	Nil	Minus 3
B	Not specified	5	Nil	Minus 3
74.13	Chain and parts thereof, of copper	5	Nil	Minus 3
74.14 A	Drawing pins	5	Nil	Minus 4·5
74.17	Cooking and heating apparatus of a kind used for domestic purposes, not electrically operated, and parts thereof, of copper:			
A	Liquid-fuel pressure stoves, and parts thereof:			
I	Unworked parts	5	Nil	Minus 5
II	N.s.m.	5	Nil	Minus 3
B	Other:			
I	Unworked parts	5	Nil	Minus 5
II	N.s.m.	5	Nil	Minus 3
75.04	Tubes and pipes and blanks therefor, of nickel; hollow bars, and tube and pipe fittings (for example, joints, elbows, sockets and flanges), of nickel:			
A	Tubes and pipes and blanks therefor; hollow bars:			
I	Of uniform section throughout the whole length:			
c	Other than unworked, including welded, riveted, folded or open-seam tubes and pipes and other than not further worked than clad, coated or otherwise surface-treated	5	Nil	Minus 3
II	Not specified	5	Nil	Minus 3
B	Tube and pipe fittings	5	Nil	Minus 3
75.06	Other articles of nickel:			
A	Nails, tacks, staples, hooknails, spiked cramps, spikes and the like; nuts, bolts, screws and similar articles; washers and spring washers	5	Nil	Minus 3
B	Other:			
II	Tableware and worked parts thereof	5	1·5	Minus 1
ex VI	Not specified, *excluding*: unworked parts, tableware and worked parts thereof, boxes and cases for personal use and worked parts thereof, office desk equipment not elsewhere specified or included and worked parts thereof, crucifixes bearing an effigy of Christ, hearts and decade-spacers, obviously intended for the manufacture of rosaries, gauze, netting and trellis of 'Mond', nickel or chrome-nickel gauze	5	Nil	Minus 3
ex 76.10	Containers of aluminium used for the packing of goods, of a capacity not exceeding 1 litre, excluding tubular containers	5	5·5	Plus 4
80.03 B I	Wrought plates, sheets and strip, of tin, of other than square or rectangular shape, neither polished, coated nor otherwise worked	5	6	Plus 6
80.06	Other articles of tin:			
A	Unworked parts	5	Nil	Minus 4
82.04 B IV	Blow lamps for soldering, brazing, paint removal and the like	5	Nil	Minus 3
ex 85.06	Electric coffee mills *with fixed beaker 'maalbeker'*	5	6·5	No change
ex 85·06	Electric Coffee mills *without fixed beaker 'maalbeker'*	5	Nil	Minus 6·5
85.25 A	Insulators of hardened rubber	5	Nil	Minus 3

Note: The Turnover Tax Surcharge is additional to the basic turnover tax. This surcharge is levied on certain specified imported goods in order to remove or reduce any difference in burden that may arise between taxation on imported goods and taxation on goods manufactured in the Netherlands.

A previous notice on The Netherlands Turnover Tax Surcharge on Imported Goods was published in the *Board of Trade Journal* on January 18, 1963, page 178.

MALTA

Import Licensing Regulations Amended

AN AMENDMENT has been made to the list of goods which may not be imported into Malta from the United Kingdom under Open General Licence, see *Board of Trade Journal* of May 29, 1959, page 1280.

In Group II – Manufactured Articles – the item 'Shirts with collar attached' should now read: 'Collar attached shirts whether in a finished or partly-finished state'.

FINLAND

New Global Quotas and Individual Licensing Programme for 1963

THE FINNISH Authorities have issued a revised list of global quotas for the year 1963 (see *Board of Trade Journal* of March 1, 1963, page 538) which is applicable to most countries except the Communist bloc.

Inquiries relating to this Notice should be addressed to the Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 476, 459 and 458).

Global Quota Programme for 1963

New Quota No.	Tariff No.	Commodity	Quota in new Finmarks
		FISH:	
1	03.01.010, 210, 591, 791 03.02 030/060	Salmon – Fresh, chilled or frozen whether or not cleaned or sliced, salted in brine, dried or smoked	600,000
2	03.01 450/500, 599/700, 799	Filleted fish – Fresh, chilled or frozen, not including herrings, salmon, fish eggs, livers and similar parts of fish	2,000,000
3	03.01 040/152, 201/209, 240/352, 401/409, 03.02 100/201	Other fish: Fresh, chilled or frozen, whether or not cleaned or sliced; wet salted fish of the cod family and baltic herring salted in brine	400,000
		RAW MATERIALS FOR THE FOOD INDUSTRY:	
4	04.02 401/409	Dried milk; dried cream.	
	07.04	Dried, dehydrated or evaporated vegetables, whole, cut, sliced, broken, or in powder, but not further prepared.	
	16.03	Meat extracts and meat juices.	
	ex 17.02.100	Grape sugar (dextrose)	1,300,000
	701	Syrups and other sugar solutions.	
5	19.01	Malt extract.	
	20.02 131/139	Tomato puree in airtight containers.	
	230	Tomato puree in other packagings.	
	296	Preparations of tomatoes other than tomato puree.	
	ex 21.07 992	Other products used as raw materials for the food industry, not prepared from fat excluding artificial sweetening matter	900,000
6	16.04 801/852 ex 855 598 951/959	Canned fish: Prepared or preserved and other fish products, excluding caviar and other fish eggs	1,700,000
		FOOD PREPARATIONS:	
7	17.04	Sugar confectionery not containing cocoa, except fondants, pastes, creams and similar intermediate products in bulk, with an added sweetening matter content of 80% or more by weight.	
	18.06	Chocolate and other food preparations containing cocoa.	
	21.03 200	Prepared mustard.	
	21.04	Sauces; mixed condiments and mixed seasonings.	
	21.05	Soups and broths, in liquid, solid or powder form.	
	21.06 300	Prepared baking powders.	
	21.07 191 201	Ice cream; ice cream powder and table cream powder.	
	ex 993	Preparations containing at least 20% by weight starch as a basic ingredient.	
	998	Other	2,150,000
8	19.04	Tapioca and sago: tapioca and sago substitutes obtained from potato or other starches.	
	20.01 106, 306	Tomatoes, prepared or preserved by vinegar or acetic acid, with or without sugar, whether or not containing salt, spices or mustard.	
	20.07 100/301 401	Fruit juices (including grape must) and tomato juice, whether or not containing added sugar, but unfermented and not containing spirit.	
	21.07 110 199 209	Food preparation not elsewhere specified or included, except non-alcoholic products for the manufacture of beverages and artificial sweetening matter	650,000
		CEREALS AND BISCUITS:	
9	19.05	Prepared foods obtained by the swelling or roasting of cereals or cereal products (puffed rice, corn flakes and similar products)	
	19.06	Communion wafers, empty cachets of a kind suitable for pharmaceutical use, sealing wafers, rice paper and similar products.	
	ex 19.07 900	Ships biscuits and bread rusks.	
	19.08 100	Biscuits and wafers.	
	ex 19.08 900	Cakes and Danish pastry	900,000
		FRUIT:	
10	08.01 200 300	Bananas fresh or dried (not cut). Pineapples, fresh or dried.	
	08.02	Citrus fruit, fresh or dried.	
	08.03	Figs, fresh or dried.	
	08.04	Grapes, fresh or dried.	
	08.06	Apples, pears and quinces, fresh.	
	08.07	Stone fruit, fresh.	
	08.08	Berries, fresh.	
	08.09	Other fruit, fresh.	
	08.10	Fruit (whether or not cooked), preserved freezing, not containing added sugar.	
	08.11 002/009	Fruit provisionally preserved in brine, in sulphur water, or in other preservative solutions, but not specially prepared for immediate consumption, except pulped apples.	38,000,000
		STARCH:	
11	11.08 100/300 901, 909	Starches: inulin except potato starch	650,000
	14.09	Gluten and gluten flour, roasted or not.	

New Quota No.	Tariff No.	Commodity	Quota in new Finmarks
		ANIMAL AND VEGETABLE OILS:	
12	15.07 010	Linseed oil, unbleached, crude	2,600,000
	040	Soya-bean oil, crude.	
	370	Colza, rape and turnip oils, crude.	
	510	Linseed oil, bleached, refined.	
	540	Soya-bean oil, refined.	
	870	Colza, rape and turnip oils, refined.	
		FATTY ACIDS:	
13	15.08 210	Linseed oil, boiled	3,550,000
	15.10	Fatty acids, acid oils from refining.	
		Fatty acids, acid oils from refining; fatty alcohols.	
	15.11	Glycerol and glycerol lyes.	
	15.17	Residues resulting from the treatment of fatty substances or animal or vegetable waxes.	
		FATS AND OILS OF FISH FOR FOOD:	
14	15.04	Fats and oils of fish and marine mammals, whether or not refined	2,850,000
	ex 15.12	Fish and marine mammal oils and fats, hydrogenated.	
		FLOUR OF MEAT AND FISH:	
15	21.06 200	Natural yeasts, inactive	
	23.01	Flours and meals, of meat offals, fish, crustaceans, and mollusc, unfit for human consumption; greaves.	
	23.05	Wine lees, argol.	
	ex 23.07	Fish solubles.	5,050,000
		GYPSUM, LIME, CEMENT:	
16	25.20 100	Gypsum and anhydrite.	
	25.22	Quicklime, slated lime and hydraulic lime other than calcium oxide and hydroxide.	
	25.23	Portland cement, cement fondu, slag cement, super sulphate cement and similar hydraulic cements whether or not coloured or in the form of clinker	800,000
		PRODUCTS OF DISTILLATION OF MINERAL OILS BITUMEN, ETC.:	
17	27.02	Lignite, whether or not agglomerated.	
	27.03	Peat (including peat litter) whether or not agglomerated.	
	27.08	Pitch and pitch coke, obtained from coal tar or from other mineral tars.	
	27.17	Electric current.	1,600,000
18	27.06	Tar distilled from coal, from lignite or from peat and other mineral tars, including partially distilled tars and blends of pitch with creosote oils or other coal tar distillation products.	1,200,000
	27.07 100	Crude benzene.	
	300	Creosote oil.	
	400	Anthracene oil.	
	27.07 500	Crude naphthalene.	
	900	Other oils except crude phenol and creosol.	
	27.10 091/093 299	Petroleum spirit except aviation and motor spirit.	
	300	White spirit.	
	499	Paraffin except aviation and motor paraffin.	
19	27.10 210 491	Aviation spirit Aviation kerosene	4,650,000
20	27.14	Petroleum bitumen, petroleum coke and other petroleum and shale oil residues	2,350,000
	27.15	Bitumen and asphalt, natural bituminous shale, asphaltic rock and tar sands.	
21	28.19 100	Zinc oxide	450,000
	28.54	Hydrogen peroxide.	
	28.56 200	Calcium carbide.	
22	28.40 210	Trisodium orthophosphate	5,000,000
	221	Disodium hydrogen orthophosphate.	
	229	Other orthophosphates.	
	29.39 001	Insulin.	
	34.02 111.1/119 120.1/190	Organic anionic surface active agents. Organic non-ionic surface active products.	
23	29.01 520	Toluene	550,000
	530	Xylene	
	29.04 100	Methanol.	
		SURGICAL DRESSINGS:	
24	30.04 100/904 ex 909	Wadding, gauze, bandages and similar articles, for example dressings, adhesive plastics, poultices, impregnated or coated with pharmaceutical substances or put up in retail packings for medical or surgical purposes, other than plasters and bandages.	
		SURFACE-ACTIVE SUBSTANCES, PERFUMERY:	
25	33.06	Perfumery, cosmetics and toilet preparations.	
	34.01 600	Household soap, other than soft soap and soap flakes and soap powder.	
	34.05	Polishes and creams for footwear, furniture or floors, metal polishes, scouring powders and similar preparations, but excluding prepared waxes.	3,900,000

(*Continued on next page*)

Finland (*Continued*)

New Quota No.	Tariff No.	Commodity	Quota in new Finmarks
		EXPLOSIVES:	
26	36.02	Prepared explosives other than propellant powders	1,600,000
	36.03	Mining, blasting and safety fuses	
	36.04	Percussion and detonating caps; igniters; detonators.	
		UNDRESSED FURSKINS:	
27	41.01 110/190	Raw hides and skins (fresh, salted, dried, pickled or limed), whether or not split, including sheepskins in the wool; intended for furskins	3,000,000
	43.01	Raw furskins.	
		DRESSED FURSKINS:	
28	43.02	Furskins, tanned or dressed, including furskins assembled in plates, cresses and similar forms; pieces of cuttings of furskins, including heads, paws, tails and the like (not being fabricated)	2,000,000
		LEATHER AND ARTICLES OF LEATHER, BOVINE AND EQUINE:	
29	41.02 150/390	Leather for soles and insoles	3,000,000
	41.05 001/003	Other leather for soles and insoles.	
	42.05 100	Leather welts.	
	990.1	Pieces cut out by stamping or other means, but not further worked and not falling within any other heading; parts of braces, belts and girdles.	
30	42.02 110/300 810/990	Travel goods, handbags, etc., of leather, artificial leather, vulcanized fibre, and of other material except of artificial plastic material (soft or not) or of fabric coated with artificial plastic material	750,000
	ex 42.03	Articles of apparel and clothing accessories, of leather or of composition leather, other than X-ray shields and screens.	
	42.05 900.9	Other articles of leather or of composition leather.	
	43.03	Articles of furskins.	
		WOVEN FABRICS:	
31	53.11 006/009	Woven fabrics of sheep's or lamb's wool or of fine animal hair, other than containing more than 5% by weight of natural silk and/or of the man-made fibres falling under heading No. 51.01 taken together	
	53.12	Woven fabrics of coarse animal hair, other than horse-hair.	
	54.05	Woven fabrics of flax or of ramie.	
	55.08	Terry towelling and similar terry fabrics of cotton	21,000,000
	ex 56.07 (051/099	Woven fabrics of man-made fibres (discontinuous or waste) resembling wool.	
	58.04	Woven pile fabrics and chenille fabrics (other than terry towelling or similar terry fabrics of cotton falling within heading No. 55.08 and fabrics falling within heading 58.05).	
	58.10	Embroidery in the piece, in strips or in motifs.	
	60.01-	Knitted or crocheted fabrics, not elastic nor rubberized.	
	60.06 010	Knitted or crocheted fabric, elastic or rubberized in the piece.	
32		Finishing costs for fabrics	350,000
		CARPETS:	
33	58.01	Carpets, carpeting and rugs, knotted (made up or not)	1,250,000
	ex 58.02	Other carpets, carpeting, rugs, mats and matting, and 'Kelem,' 'Schumacks' and 'Karamanie' rugs and the like (made up or not): except carpets covered with a surface layer fastened to the base material by means of rubber adhesive.	
		WADDING:	
34	59.01	Wadding and articles of wadding; textile flock and dust and mill neps	1,500,000
		ROPE:	
35	59.04	Twine, cordage, ropes and cables, plaited or not	1,350,000
		SPECIAL FABRICS:	
36	ex 59.08 002	Textile fabrics coated with cellulose derivatives except oil cloth and imitation leather	1,000,000
	ex 009	Other textile fabrics, impregnated or coated with preparations of other artificial plastic materials other than insulating tape, tapes and binds for technical use or for the footwear industry, or those containing natural silk or man-made fibres falling under heading No. 51.01	
37	ex 59.08 002 ex 009	Oil cloth and imitation leather	1,100,000
	59.09 002/009	Textile fabrics coated or impregnated with oil or preparations with a basis of drying oil, except insulating tape and tapes or bands for technical use or for the footwear industry.	
	59.15 190.1/190.9	Fire hoses, other than those containing unhardened rubber or unhardened artificial plastic material.	
	990.1/990.9	Other textile hosepiping and similar tubing, with or without lining, armour or accessories of other materials, other than those containing unhardened rubber or unhardened artificial plastic materials.	
		ARTICLES OF APPAREL	
38	60.02	Gloves, mittens and mitts, knitted or crocheted not elastic nor rubberized	10,000,000
	60.04	Under garments: knitted or crocheted, not elastic nor rubberized.	
	60.05	Outer garments and other articles, knitted or crocheted, not elastic nor rubberized.	
	60.06 020/090	Swimming costumes and trunks, stockings for varicose veins, and other knitted or crocheted articles, elastic or rubberized (other than piece-goods).	
	61.01	Men's and boys' outer garments.	
	61.02	Women's, girls' and infants' outer garments.	
	61.03	Men's and boys' under garments, including collars, shirt fronts and cuffs.	
	61.04	Women's, girls' and infants' under garments.	
	61.05	Handkerchiefs.	
	61.07	Ties, bow ties and cravats.	
	61.08	Collars, tuckers, fallals, bodice-fronts, jabots, cuffs, flounces, yokes and similar accessories and trimmings for women's and girls' garments.	
	61.09	Corsets, corset-belts, suspender-belts, brassieres, braces, suspenders, garters and the like (including such articles of knitted or of crocheted fabric), whether or not elastic.	
	61.10	Gloves, mittens, mitts, stockings, socks and sockettes not being knitted or crocheted goods.	
	ex Chap. 62	Piece-goods containing sheep's or lambs' wool or other fine animal hair and other made up textile articles except those for technical use.	
		HATS AND OTHER HEADGEAR:	
39	65.03	Felt hats and other felt headgear, being made from the felt hoods and plateaux falling within heading No. 65.01 whether or not lined or trimmed	3,000,000
	65.04	Hats and other headgear, plaited or made from plaited or other strips of any material, whether or not lined or trimmed.	
	65.05	Hats and other headgear (including hair nets), knitted or crocheted or made up from lace, felt or other textile fabric in the piece (but not from strips), whether or not lined or trimmed.	
	65.06	Other headgear, whether or not lined or trimmed.	
		FOOTWEAR:	
40	64.01	Footwear with outer soles and uppers of rubber or artificial plastic material	3,000,000
	64.02	Footwear with outer soles of leather or composition leather; footwear (other than footwear falling within heading No. 64.01) with outer soles of rubber or artificial plastic material.	
	64.03	Footwear of wood or with outer soles of wood or cork.	
	64.04	Footwear with outer soles of other materials.	
		BUILDING MATERIAL OF STONE, CEMENT, CERAMIC MATERIALS OR GLASS:	
41	ex 68.12 100	Slabs of asbestos cement, of cellulose fibre – cement or the like	2,900,000
	ex 900	Art products, ornaments, lighting equipment, table ware. Articles of asbestos cement and cellulose fibre – cement or the like.	
	69.01	Heat-insulating bricks, blocks, tiles and other heat-insulating goods of infusorial earths of kieselguhr or siliceous fossil meal or of similar siliceous earths.	
	69.04	Building bricks (including flooring blocks, support or filler tiles and the like).	
	69.05	Roofing tiles, chimney-pots, cowls, chimney-liners, cornices and other constructional goods, including architectural ornaments.	
	69.06	Piping, conduits and gutterings (including angles, bends and similar fittings).	
	69.07	Unglazed setts, flags and paving, hearth and wall tiles.	
	69.08	Glazed setts, flags and paving hearth and wall tiles.	
	70.04	Unworked cast or rolled glass (including flashed or wired glass), whether figured or not, in rectangles.	
	70.05	Unworked, drawn or blown glass (including flashed glass) in rectangles.	
	70.06	Cast rolled, drawn or blown glass (including flashed or wired glass) in rectangles, surface ground or polished, but not further worked.	
	70.07	Cast rolled, drawn or blown glass (including flashed or wired glass) cut to shape other than rectangular, or bent or otherwise, worked (for example edge worked or engraved) whether or not surface ground or polished, multiple-walled insulating glass; leaded lights and the like.	
	70.08 100/200	Safety glass consisting of toughened or laminated glass, shaped or not, other than shaped windscreens and rear windows for motor vehicles.	
		ARTICLES COMMONLY USED FOR DOMESTIC PURPOSES:	
42	69.10	Sinks, wash basins, bidets, water closet pans, urinals, baths and like sanitary fittings of ceramic materials	150,000
	73.38 510/990	Builders' sanitary ware for indoor use and parts thereof, of iron or steel.	

(*Continued on page 969*)

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PAN AM

Finland (*Continued*)

New Quota No.	Tariff No.	Commodity	Quota in new Finmarks
43	69.11	Tableware and other articles of a kind commonly used for domestic or toilet purposes of porcelain or china (including biscuit porcelain and parian)	
	69.12	Tableware and other articles of a kind commonly used for domestic or toilet purposes, of other kinds of pottery.	
	70.13 101/500.9	Glassware (other than articles falling within heading No. 70.19) of a kind commonly used for toilet or office purposes, for indoor decoration or for similar uses other than pressed or cast table and kitchen ware of oven glass, flameproof or shockproof glass.	
	73.38 110/490	Articles of iron and steel of a kind commonly used for domestic purposes, and parts thereof.	
	82.09 101/109	Table knives.	
	ex 82.14	Spoons, forks, fish-eaters, butter-knives, ladles and similar kitchen or tableware, except forks.	1,600,000
		JEWELLERY AND ORNAMENTS:	
44	70.19	Glass beads, imitation pearls, imitation precious and semi-precious stones, etc.	
	71.01	Pearls, unworked or worked, but not mounted, set or strung (except ungraded pearls, temporarily strung for convenience of transport).	
	71.02	Precious and semi-precious stones, unworked, cut or otherwise worked, but not mounted, set or strung (except ungraded stones, temporarily strung for convenience of transport).	
	71.03	Synthetic or reconstructed precious or semi-precious stones, unworked, cut or otherwise worked, but not mounted, set or strung (except ungraded stones temporarily strung for convenience of transport).	
	71.05 200	Silver foil, whether or not put up on a backing of paper, artificial plastic material or other materials.	
	ex 900	Other semi-manufactured silver, including silvergilt and platinum plated silver except silver bronze.	
	71.07 200 900.2/900.9	Gold, including platinum-plated gold, semi-manufactured, other than gilding powder.	
	71.09 201/209	Platinum and other metals of the platinum group, semi-manufactured.	
	71.11	Goldsmiths', silversmiths' and jewellers' sweepings, residues, lemels and other waste and scrap of precious metal.	
	71.12	Articles of jewellery and parts thereof, of precious metal or rolled precious metal.	
	71.13	Articles of goldsmiths' or silversmiths' wares and parts thereof, of precious metal or rolled precious metal, other than goods falling within heading No. 71.12.	
	71.15 901/909	Articles consisting of, or incorporating pearls, precious or semi-precious stones (natural synthetic or reconstructed), other than technical articles.	
	71.16	Imitation jewellery.	2,250,000
		PRECIOUS METALS:	
45	71.05 101/109	Silver, unwrought	150,000
	71.07 101/109	Gold, unwrought	
	71.09 100	Platinum and other metals of the platinum group, unwrought.	
		ARTICLES OF IRON AND STEEL:	
46	73.17	Tubes and pipes of cast iron	750,000
	73.20 200	Tube and pipe fittings of cast iron, other than of malleable cast iron.	
47	73.16	Railway and tramway track construction material of iron or steel, the following: rails, check-rails, switch blades, crossings (or frogs), crossing pieces, point rods, rack rails, sleepers, fishplates, chairs, chair wedges, sole plates, rail clips, bedplates and ties .	4,250,000
	73.21	Structures of iron and steel.	
	ex 73.40	Other articles of iron and steel.	
48	73.32	Bolts and nuts (including bolt ends and screw studs), whether or not threaded or tapped and screws (including screw-hooks and screw-rings), of iron or steel; rivets, cotters, cotter-pins, washers and spring washers of iron or steel	3,800,000
	73.35 210/900	Springs of iron and steel except leaf springs and leaves for springs.	
	ex 83.01/02	Locks and padlocks, etc., base metal fittings, mountings, keys, etc.	
49	73.36	Stoves (including stoves with subsidiary boilers for central heating), ranges, cookers, grates, fires and other space heaters, gas rings, plate warmers with burners, wash boilers with grates or other heating elements, and similar equipment of a kind used for domestic purposes, not electrically operated, and parts thereof, of iron or steel .	1,700,000
	73.37 110/199 290	Central heating boilers and parts thereof. Radiators and parts thereof, other than of cast iron.	
	990	Other boilers, etc., except of cast iron.	
50	84.06 210	Outboard motors	3,500,000
		Outboard engines	
51	84.23 101/109	Excavating machinery, other than graders and levellers, bulldozers, well sinking and boring machines	4,000,000
52	84.34 100 200	PRINTING MACHINERY: Type founding and type setting machinery . Machinery for preparing or working printing blocks, plates or cylinders.	15,000,000
	84.35	Other Printing machines.	
53	85.03 200/800	ELECTRIC BATTERIES: Primary cells and primary batteries (other than for hearing aids)	1,600,000
54	85.11 301	WELDING MACHINERY: Electric welding and cutting machines and appliances	3,000,000
	309	Brazing and soldering machines and appliances.	
55	Ex 85.12 100	ELECTRIC EQUIPMENT FOR DOMESTIC USE: Instantaneous or storage water heaters and immersion heaters for domestic use . .	1,250,000
	ex 200	Electric space heating and soil heating apparatus for domestic use.	
	ex 400	Electric smoothing irons for domestic use.	
	ex 500	Electric fires and ovens for domestic use.	
	ex 600	Electric cookers for domestic use.	
	ex 700	Other electro-thermic machines and appliances for domestic use.	
56	85.13 100 200	TELEPHONE AND TELEGRAPHIC EQUIPMENT: Telephone apparatus of all kinds . . . Telephone switchboards and exchanges	25,000,000
	ex 400/800 900	Line telephonic apparatus. Parts.	
57	85.15 410/600	RADIO EQUIPMENT: Radio-broadcasting receivers; television receivers; combined radio-broadcasting and television receiving sets whether or not incorporating a record player or tape deck	10,000,000
	ex 955, 995	Assembled parts, except aerials.	
58	85.17	ELECTRIC INSTALLATION EQUIPMENT: Electric sound or visual signalling apparatus (such as bells, sirens, indicator panels, burglar and fire alarms), other than those of heading No. 85.09 or 85.16	
	85.19 215/216	Switches other than power, automatic or remote-controlled, isolating or hand-operated switches for voltage exceeding 600 volts.	
	371/415	Fuses, fusible parts, fuse sockets or bases, safety devices, fuse plug caps and fuse contacts.	
	511/599.9	Holders for electirc filament and electric discharge lamps and tubes, wall outlet sockets and the like, and plugs therefor, connection boxes, junction boxes and similar airtight equipment.	
	85.23	Insulated (including enamelled or anodized) electric wire, cable, bars, strip and the like (including coaxial cable), whether or not fixed with connectors.	
	85.25	Insulators of any material.	
	85.26	Insulating fittings for electrical machinery etc.	
	85.27	Electrical conduit tubing and joints therefor, of base metal lined with insulating material.	8,750,000
59	85.20 110 and 190	ELECTRIC LAMPS: Electric metallic filament lamps for general use other than automobile, or small-size cycle or pocket lamps	
	201	Fluorescent tubes.	
	202	Neon tubes.	
	203	Mercury or sodium vapour lamps, used for lighting purposes.	
	209	Other discharge lamps.	2,900,000
60	84.01 100	MACHINERY AND APPARATUS NOT MENTIONED ELSEWHERE INCLUDING PUMPS, HEAVY-LOADING EQUIPMENT, GENERATORS, RAILWAY ROLLING STOCK AND EQUIPMENT: Steam generating boilers	41,500,000
	84.06 100.1/100.9 290.1/809	Internal combustion piston engines, except aircraft engines and outboard motors.	
	84.07	Water wheels and turbines and other water engines, including regulators therefor.	
	ex 84.10	Pumps (including motor pumps and turbo pumps) for liquids whether or not fitted with measuring devices; liquid elevators of bucket, chain, screw, band and similar kinds except electric and mechanized combinations weighing 100 kilos or less.	
	84.11 500 950	Fans and the like. Parts of fans, etc.	
	84.12	Air-conditioning machine, self-contained, comprising a motor driven fan and elements for changing the temperature and humidity of the air.	
60	ex 84.22	Lifting, handling, loading or unloading machinery, telphers and conveyors, not being machinery falling within heading No. 84.23 except electro-mechanical combinations weighing 100 kilos or less fodder lifts and agricultural stackers and conveyors.	
	ex 85.01 110/199	Generators and motors.	
	ex 200	Combined internal combustion engines, weighing up to 1,500 kilos. Generator sets.	
	ex 301/990	Rotary converters, transformers, instrument transformers, welding transformers, static converters, and rectifiers, inductors and parts, weighing up to 1,500 kilos.	
	ex 85.12 100	Instantaneous or storage water heaters and immersion heaters (non-domestic).	

(*Continued on next page*)

Finland (*Continued*)

New Quota No.	Tariff No.	Commodity	Quota in New Finmarks
	ex 85.12 200	Electric space heating and soil heating apparatus (non-domestic).	
	ex 400	Electric smoothing irons (non-domestic).	
	ex 500	Electric fires and ovens (non-domestic).	
	ex 600	Electric cookers (non-domestic).	
	ex 700	Other electro-thermic machines and appliances (non-domestic).	
	85.22	Electrical goods and apparatus (except those suitable for use solely or principally as parts of other machines or apparatus), not falling within any other heading of Chapter 85.	
	86.01	Steam rail locomotives and tenders.	
	86.02	Electric rail locomotives other than self-generating.	
	86.03	Other rail locomotives.	
	86.04	Mechanically propelled railway and tramway coaches, vans and trucks, and mechanically propelled track inspection trolleys.	
	86.05	Railway and tramway passenger coaches, luggage vans, hospital, prison, testing, travelling post office and other special purpose railway coaches.	
	86.06	Railway and tramway rolling stock; workshops, cranes, and other service vehicles.	
	86.07	Railway and tramway goods vans, goods wagons and trucks.	
	86.09 300/900	Brake gear and parts thereof; buffers and coupling devices and parts thereof: other parts of railway and tramway locomotives and rolling stock except bogies and frames, wheels, tyres and axles, including wheel sets, and parts thereof.	
		PASSENGER CARS:	
61	87.02 051/052 112/148	Passenger cars, unassembled Passenger cars.	
	ex 87.04 200.1/200.9	Chassis fitted with engines, for passenger cars, other than parts for servicing purposes.	
	ex 87.05 100	Bodies (including cabs) for passenger cars, other than parts for servicing purposes.	52,000,000
		LORRIES, VANS AND SPECIAL PURPOSE MOTOR VEHICLES:	
62	87.02 058/059 210/409	Motor vehicles, other than passenger cars, unassembled. Buses, lorries and vans, other motor vehicles.	
	87.03	Special purpose motor lorries and vans (such as breakdown lorries, fire engines, snow-ploughs, etc.), but not including the motor vehicles of heading 87.02.	9,600,000
		BICYCLES:	
63	87.09 110	Cycles fitted with an auxiliary motor, with a cylinder capacity of not more than 50 c.c.	250,000
	87.10	Cycles (including delivery tricycles) not motorized.	
		MOTOR-CYCLES AND SCOOTERS:	
64	ex 87.09	Motor-cycles, auto-cycles, etc., excepted motorized cycles	2,200,000
		OTHER TRANSPORT VEHICLES:	
65	87.13 100	Baby carriages and parts thereof	1,100,000
	87.14	Other vehicles (including trailers) not mechanically propelled and parts thereof.	
		PARTS AND ACCESSORIES FOR MOTOR VEHICLES:	
66	ex 87.06 299	Parts and accessories of motor vehicles falling within heading No. 87.01, 87.02 or 87.03 other than parts for tractors and mass-assembly	42,000,000
		ARMS AND AMMUNITION:	
67	87.08	Tanks and other armoured fighting vehicles, motorized, whether or not fitted with weapons and parts of such vehicles	
	93.01	Side-arms (for example, swords, cutlasses and bayonets) and parts thereof and scabbards and sheaths therefor.	
	93.02	Revolvers and pistols, being firearms.	
	93.03	Artillery weapons, machine-guns, sub-machine guns and other military firearms and projectors.	
	93.04	Other firearms, including Very light pistols, pistols and revolvers for firing blank ammunition only, line throwing guns and the like.	
	93.05	Arms of other descriptions, including air, spring and similar pistols, rifles and guns.	
	93.06	Parts of guns including roughly sawn gun stock blocks and gun barrel blanks, but not including parts of side-arms.	
	93.07 100/320 390/900	Bombs, grenades, torpedos, mines, guided weapons and missiles, etc.; ammunition and parts therefor including cartridge wads except lead shot and bullets.	1,050,000
		BROOMS AND BRUSHES:	
68	96.01	Brooms and brushes, consisting of twigs or other vegetable materials merely bound together and not mounted in a head (for example, besoms and whisks), with or without handles	700,000
	96.02 210/290	Paint brushes of all kinds.	
	510/910 ex 990	Other brushes, except brushes for technical use and tooth brushes.	
		TOYS AND GAMES:	
69	97.02	Dolls	1,350,000
	97.03 100/900	Certain other toys. Working model of a kind used for recreational purposes.	
	97.04	Equipment for parlour, table and funfair games for adults or children (including billiards tables and pintables and table-tennis requisites).	
70	98.01 200 ex 300 700	BUTTONS: Buttons, studs and cufflinks of various materials except mother-of-pearl	850,000
		Total Global Programme	381,050,000

Goods Which are Subject to Individual Licensing

Tariff No.	Commodity
Chapter 1	Live animals; animal products.
Chapter 2	Meat and edible meat offal.
ex Chapter 4	
04.01	Milk and cream, fresh.
04.02 100/300	Milk and cream, preserved, sweetened or concentrated.
04.03	Butter.
04.04	Cheese and curd.
04.05	Birds' egg and eggs yolks, fresh, dried or otherwise preserved, sweetened or not.
04.06	Natural honey.
ex Chapter 6	
06.03	Cut flowers and flower buds of a kind suitable for bouquets or for ornamental purposes, fresh, dried, dyed, bleached, impregnated or otherwise prepared.
06.04	Foliage branches and other parts (other than flowers or buds) of trees, shrubs, bushes and other plants and mosses, lichens and grasses, being goods of a kind suitable for bouquets or ornamental purposes, fresh, dried, dyed, bleached, impregnated or otherwise prepared.
ex Chapter 7	
07.01	Vegetables, fresh or chilled.
07.02	Vegetables (whether or not cooked), preserved by freezing.
07.03	Vegetables provisionally preserved in brine, in sulphur water or in other preservative solutions, but not specifically prepared for immediate consumption.
07.05 111/199	Dried leguminous vegetables, shelled, whether or not skinned or split.
ex Chapter 10	
10.01	Wheat and meslin (mixed wheat and rye).
10.02	Rye.
10.03	Barley.
10.04	Oats.
10.05	Maize.
ex Chapter 11	
11.01	Cereal flour.
11.02	Cereal groats and meal; other worked cereal grains, etc.
11.03	Flour of the leguminous vegetables falling withint heading No. 07.05
11.04	Flour of the fruits falling within any heading in Chapter 8.
11.06	Flour meal of sago and of manioc, arrowroot, salep and other roots and tubers falling within heading No. 07.06.
11.07	Malt, roasted or not.
11.08 400	Potato starch.
ex Chapter 12	
12.01	Oil seeds and oleaginous fruit, whole or broken.
12.02	Flour or meals of oil seeds or oleaginous fruit, non-defatted (excluding mustard flour).
12.04	Sugar beet, whole or sliced, fresh, dried or powdered; sugar cane.
12.10	Marigolds, swedes, fodder roots; hay, lucerne, clover, sainfoin, forage kale, lupins, vetches and similar forage products.
ex Chapter 15	
15.01	Lard and other rendered pig fat; rendered poultry fat.
15.02	Unrendered fats of bovine cattle, sheep or goats; tallow (including 'premier jus') produced from those fats.
15.03	Lard stearin, oleostearin and tallow stearin, lard oil, oleo-oil and tallow oil, not emulsified or mixed or prepared in any way.
15.06	Other animal oils and fats (including neat's-foot oil and fats from bones or waste).
15.07 070/270	Certain fixed vegetable oils, crude.
490	Other oils, crude.
570/770	Certain fixed vegetable, refined or purified.
990	Other oils refined or purified.
ex15.12	Animal or vegetable fats and oils, hydrogenated, whether or not refined, but not further prepared, except oils and fats of fish and marine mammals.
15.13	Margarine, imitation lard and other prepared edible fats.
ex Chapter 16	
16.01	Sausages and the like of meat, meat offal or animal blood.
16.02	Other prepared or preserved meat or meat offal.
ex Chapter 17	
17.01	Beet sugar and cane sugar, solid.
ex17.02 100	Starch sugar.
200	Glucose syrup.
709	Other sugar.
800	Artificial honey (whether or not mixed with natural honey).
17.03	Molasses, whether or not decolorized.
ex17.04	Fondant pastes, creams and similar intermediate products in bulk with an added sweetening matter content of 80 per cent. by weight.
ex Chapter 19	
19.02	Preparations of flour, starch or malt extract of a kind used as infant food or for dietetic or culinary purposes, containing less than 50 per cent. by weight of cocoa.
19.03	Macaroni, spaghetti and similar products.
ex19.07	Bread and other ordinary baker's wares not containing sugar, honey, eggs, fats, cheese or fruit except ship's biscuits and bread rusks.
ex19.08	Pastry, biscuits, cakes and other fine baker's wares, whether or not containing cocoa in any other proportion, except biscuits and wafers, rusks, cakes and Danish pastry.
ex Chapter 20	
20.01 101/105	Olives, capers, pickles, asparagus and cucumbers, in airtight containers.
107/305	Mushrooms, other vegetables except tomatoes in airtight containers: fruit in airtight containers, olives, capers, pickles, asparagus, cucumbers in other packagings.
307/409	Mushrooms and other vegetables except tomatoes in other packagings; fruit in other packagings.

Finland (*Continued*)

Tariff No.	Commodity
20.02 110/120 140/220 240/295 299	Vegetables prepared or preserved otherwise than by vinegar or acetic acid, except tomato puree and preparations of tomato.
20.03	Fruit preserved by freezing, containing added sugar.
20.04	Fruit, fruit-peel and parts of plants, preserved by sugar (drained glace or crystallized).
20.05	Jams, fruit, jellies, marmalades, fruit puree and fruit pastes, being cooked preparation, whether or not containing added sugar.
20.06 102/909	Fruit otherwise prepared or preserved, whether or not containing added sugar or spirit, except apple pulp, unsweetened.
20.07 309, 409	Vegetable juices, whether or not containing added sugar, but unfermented and not containing spirit, except tomato juice.
ex Chapter 23	
23.02	Bran, sharps and other residues derived from the sifting, milling or working of cereals or of leguminous vegetables.
23.03	Beet-pulp, bagasse and other waste of sugar manufacture; brewing and distilling dregs and waste; residue of starch manufacture and similar residues.
23.04	Oil-cake and other residues (except dregs) resulting from the extraction of vegetable oils.
23.06	Vegetable products of a kind used for animal food, not elsewhere specified or included.
ex23.07	Sweetened forage; other preparation of a kind used in animal feeding, except fish solubles.
ex Chapter 27	
27.01	Coal; briquettes, ovoids and similar solid fuels manufactured from coal.
27.04	Coke and semi-coke of coal, of lignite or of peat.
27.09	Petroleum and shale oils, crude.
27.01 100	Crude oil, tarred.
220	Motor spirit.
410	Power kerosene.
492	Heating and lighting kerosene.
501	Gas oil and light furnace oil.
509	Other furnace oils.

BELGO-LUXEMBOURG ECONOMIC UNION

Import Duty Tariff Quotas

A BELGIAN Ministerial Order of April 3, 1963 (*Moniteur Belge* No. 71 of April 9, 1963), contains additions (reproduced below) to the list of goods to be admitted free or at a reduced rate of import duty, up to an annual quota specified against each item when imported from non-EEC countries. Goods imported under a duty tariff quota may **not** be re-exported from the Belgo-Luxembourg Economic Union in the condition in which they were imported, except where the goods are the subject of an unlimited quantity quota. **The Order came into force with retroactive effect from April 1, 1963.**

ADDITIONS

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Duty-free or Reduced Duty
		Old (Prior to April 1, 1963)	New (From April 1, 1963)	
07.01 A III b	Potatoes, other than seed potatoes or early potatoes and other than imported for the manufacture of starch	—	Unlimited	5%*†
07.05	Dried leguminous vegetables, shelled, whether or not skinned or split	—	Unlimited	2%*†
ex 15.07 B II a 1 aa and 15.07 B IIa 2 aa	Olive oil, virgin	—	Unlimited	2%*†
ex 16.05 A	Crabs of the varieties 'king', 'kanasaki' and 'kegani' and shrimps of the variety '*pandalus platiceros japonicus*', simply boiled and peeled or decorticated, including frozen, intended for the canning and bottling industry	—	200	Free
45.01 A, B	Natural cork, unworked, crushed, granulated or ground; waste cork	1,900**	950	Free

** Quota for the second half of 1962.
* Quota valid until April 30, 1963.
† The Import Duty Tariff Quota in respect of this item is applicable to imports from EEC countries as well as to imports from non-EEC countries.

A previous notice on the Belgo-Luxembourg Import Duty Tariff Quotas was published in the *Board of Trade Journal* of April 5, 1963, page 810.

BELGIUM

Technical Requirements for Motor Vehicles

THE *Moniteur Belge* No. 63 of March 28, 1963, contains a Royal Decree dated March 8, 1963, modifying earlier legislation on the technical requirements of passenger carrying motor vehicles having a minimum capacity of nine passengers, excluding the driver, and motor vehicles used for goods transport.

Limitations are prescribed on the use of lorries, outside normal working hours, for the transport of workers to or from office or place of work.

Amongst other things, provision must be made for:

(a) An alarm signal in the driver's cabin which may be operated by a passenger;
(b) A device for facilitating the stepping-on or off the vehicle;
(c) A safety device for tip-lorries; this is to prevent the tipping of the vehicle during driving. Safety belt for passengers.
(d) Passenger seats according to specification laid down and cover for same.

The full text of the above-mentioned decree (in French) may be seen at the Export Services Branch (Tariff Section), Board of Trade, Room E38, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).

IRISH REPUBLIC

Changes of Import Duties consequent upon the adoption of the Brussels Nomenclature

THE ADOPTION by the Government of the Irish Republic of a new Tariff, based on the Brussels nomenclature, which came into effect on January 1, 1963, has resulted in a number of changes in duty brought about solely by changes in classification. It has been ascertained from the Irish Republic authorities that the Department of Industry & Commerce are prepared to issue import licences, on request, to importers, allowing imports from the United Kingdom of goods listed below at the rates of duty in force before January 1, 1963.

Goods	Falling within	
	Old Tariff Classification (Tariff Reference)	New Tariff Classification (Brussels Nomenclature heading)
Letters and numbers for vehicle identification plates	161/2 (c)	39.07
Wooden letters, numbers and designs for shop fronts and the like	266/9	44.28
Floor coverings which are inlaid, paper based, and have a hard surface	89/2 (ii) (b)	48.12
Certain printed matter – book covers, printed by the use of other than movable type	182, 182/1	48.18
Calendars, almanacs	40/3	49.10
Woven linen piece-goods – coated with preparations of cellulose, derivatives or similar material	270/4	59.08
Certain woven articles – awnings and sunblinds wholly of linen	269/5	62.04
Sheet and plate glass	102/05	70.04, 70.05, 70.06, 70.07
Number plates, etc. – vehicle identification plates of metal with letters and numbers painted thereon or affixed thereto, and the metal letters and numbers for such plates	161/2	83.14

YUGOSLAVIA

Patents Legislation

ENGLISH TRANSLATIONS are now available of the Yugoslav Law of July 19, 1962, which amends the Law on Patents and Technical Improvements, 1960, and of the Decree of September 27, 1961, concerning the publication of patent specifications and the recovery of fees for the publication of patents and specifications. These translations may be inspected in the Patent Office Library Annexe, Chancery House, Southampton Buildings, London, W.C.2.

Shoppers' Guide

The current issue of Shoppers' Guide reports on washable wallpapers, men's underwear and pre-packed biscuits. Copies: Consumer Advisory Trust Ltd., 86 Edgware Road, London, W.2. Annual subscription £1.

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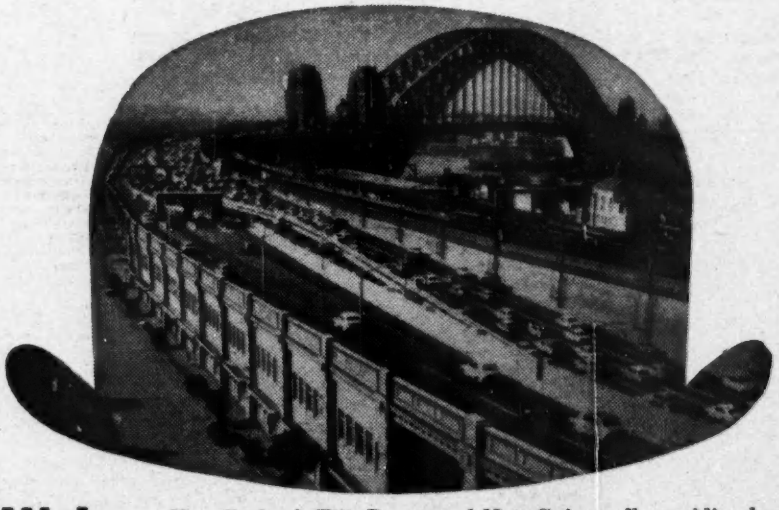

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ALL OVER AUSTRALIA & NEW ZEALAND

FRANCE

Global Quota for Pigmeat

THE FRENCH *Journal Officiel* of April 19, 1963, announced the opening of a quota for the import of pigmeat (tariff number 02-01 A III ex/a) originating in and imported from the country of the OECD with the exception of the member countries of the European Economic Council. Imports will be confined to fresh or chilled meat only.

Global import licences will be granted to the Societe Interprofessionnelle du Betail et des viandes es (SIBEV).

Importers should apply to the Societé for import certificates which will be granted within the global licences in accordance with conditions set out in a notice which importers may consult from April 19 onwards at the Ministere de l'Agriculture, 3 Rue Barbet-de-Jouy, Paris 7 and at the offices of Sibev, 2 Rue de la Michodiere, Paris, 2.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E38, Hillgate House, 35, Old Bailey, London, E.C.4.

IRAN

Import Regulations

THE BRITISH EMBASSY in Tehran has reported preliminary details of the new import regulations for the Iranian year 1342 (March 21, 1963 to March 20, 1964).

The main additions to the list of prohibited imports are:

Tariff No.	Short description
6A	Young pigs.
6B	Pigs.
111	Hydrogenated fats and oils.
112	Margarine, and other edible fats obtained by similar treatment.
123J	Artificial honey.
144	Liquid fruit juice, and orange juice, sweetened, not containing alcohol.
192B	Cement, others.
206B-13	Lubricating oil in 500 gramme containers. (The importation of oils for transformers, compressors, cooling apparatus, also special cooling oils and oils for brushing metal, oils for increasing the strength of wool fibres, automatic gear box oil, jack oil and other oil products which are not made locally may be permitted with the prior approval of the Ministry of Economy.)
206B-14	Lubricating oils in other containers. (The importation of oils for transformers, compressors and cooling apparatus, also cooling oils and oil for brushing metal, oil for strengthening wool fibres, automatic gear box oil, jack oil and other oil products not made locally, may be permitted with the prior approval of the Ministry of Economy).
375B-2/1	Tyres for passenger cars.
375B-3/1	Tyres for goods vehicles.
375B-3/2	Tyres for buses.
	The importation of tyres of sizes: 1100 x 24, 1000 x 20, 900 x 20, 825 x 20, 750 x 17, 750 x 16, 700 x 16, 700 x 15, 600 x 16, 760 x 15, 710 x 15, 670 x 15, 640 x 15, 560 x 15, falling under the above three tariff numbers is prohibited.
470	Velvets and plushes (B.I).
471	Crepes (B.I), plain or figured.
472	Other fabrics not elsewhere specified (B.I), plain or figured.
474	Velvets and plushes (B.II).
475	Crepes (B.II), plain or figured.
476	Other fabrics not elsewhere specified, plain or figured (B.II).
478	Velvets and plushes (B.III).
479	Crepes (B.III), plain or figured.
480	Other fabrics not elsewhere specified (B.III), plain or figured.
482	Velvet and plushes (B.IV).
483	Crepes (B.IV), plain or figured.
484	Other fabrics not elsewhere specified (B.IV), plain or figured.
526A	Bobbinet.
526B	As clew, slabs, tubes, etc.
528B-3	Cotton fabrics, figured: Other – weight of each square metre more than 200 gr.
582A	Knitted fabrics in the piece or unsewn rolls.
588B	Underwear for women, not elsewhere specified or included, of artificial silk or artificial textile fibre.
598	New waste of fabrics, felt and of hosiery manufacture, tailor's salvages and clippings, not suitable to their original use.
965A-1 965A-2 965A-3 965A-4	Celluloid and other plastic materials derived from cellulose (cellulose acetate, viscose, etc.), polished or otherwise worked on the surface.
	(The importation of plastic articles covered by the above tariff numbers not made in Iran, plastic fibre, cellophane wrappers and cellophane paper is authorized.)
966A-1 966A-2 966A-3 966A-4	Artificial plastic materials from casein, gelatine or starch.
	(The importation of plastic articles covered by the above tariff numbers not made in Iran, plastic fibre, cellophane wrappers and cellophane paper is authorized.)
967A-1 967A-2 967A-3 967A-4	Artificial plastic materials made from phenol, urea, phthalic acid, etc. (artificial resins) even if combined with paper or cloth and other plastic materials not elsewhere specified.
	(The importation of plastic articles not made in Iran, plastic fibre, cellophane wrappers and cellophane paper is authorized.)

Imports of the following commodities which were previously banned are now authorized:

Tariff No.	Short description
105A-6	Palm oil.
105A-7	Coconut oil.
162-1	Meat meal.
162-2	Fish meal.
172A	Manufactured tobacco for cigars and pipes with permission of Tobacco Monopoly.
319D-3	Rouge.
319D-4	Eyebrow pencils.
319F	Varnish and other materials for the protection and ornamentation of finger nails and other perfumed varnishes, lipsticks and rouge: others.
602C	Ski boots, with the approval of the Physical Culture Organization.
686	Platinum, unworked in lumps, ingots, cast bars, grains, powder, scrap, waste and ash, with due regard to the Monetary and Banking Law of 1339.
839A-2	Non-electric refrigerators.
839A-3	Electric coolers operating without water. (Subject to payment of the appropriate rate of Commercial Benefit Tax.) (N.B. Other goods falling under this tariff item remain unauthorized.)
890A-1	Passenger or sports cars other than those intended for common carrier purposes, each costing Rials 100,000 and less.
890A-2/1	Passenger or sports cars other than those intended for common carrier purposes, each costing Rials 100,001 to Rials 150,000.
890A-2/2	Passenger or sports cars other than those intended for common carrier purposes, each costing Rials 150,001 to Rials 200,000.
890A-3/1	Passenger or sports cars other than those intended for common carrier purposes, each costing Rials 200,001 to Rials 300,000.
890A-3/2	Passenger or sports cars other than those intended for common carrier purposes, each costing over Rials 300,000.
967B-2	Artificial casings for foodstuffs and sausages and bags for wrapping expert casings.

Fuller details will be published as soon as they are received.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

REPUBLIC OF SOUTH AFRICA

Customs Tariff Changes

GOVERNMENT NOTICE No. 175 published in the *Republic of South Africa Government Gazette* of March 22 reproduces Amendment List No. 44 to the Customs Tariff Guide. Consequential Customs Tariff Changes are as follows:

Homogenizers other, electric, not being dairy machinery or for industrial purposes have been transferred from Tariff Item 335 to item 119(d). The duty remains unchanged at 20 per cent. *ad valorem* from all sources.

Hones, Razor, Leather have been transferred from Tariff Item 335 to item 256. The duty becomes 25 per cent. *ad valorem* from all sources instead of 20 per cent. *ad valorem* as at present.

Lattice Work, textile, strips or cloth sewn together crosswise to give an openwork fabric of fibres other than cotton have been transferred from Tariff Item 335 to Item 73(3). The duty remains unchanged at 20 per cent. *ad valorem* from all sources.

Lecithins when imported in bulk has beeen transferred from Tariff Item 335 to Item 239(6). The duty becomes 10 per cent. *ad valorem* from all sources instead of 20 per cent. *ad valorem* from all sources as previously. These commodities imported otherwise than in bulk are still classified under Item 335 for duty purposes.

Levelling Rods, Targets and Staves for use by surveyors have been transferred from Tariff Item 335 to Item 327 as scientific apparatus and instruments. They are now free of duty from all sources instead of 20 per cent. *ad valorem* from all sources as previously.

Lye Sulphite, Residual from the making of woodpulp or by the alkali or sulphate processes when imported in bulk have been transferred from Tariff Item 335 to Item 239(6). The duty becomes 10 per cent. *ad valorem* from all sources instead of 20 per cent. *ad valorem* from all sources as previously. This commodity imported otherwise than in bulk remains classified under Item 335 for duty purposes.

Map Cases, Metal have been transferred from Tariff Item 335 to Item 257(4). The duty becomes 25 per cent. *ad valorem* from all sources instead of 20 per cent. *ad valorem* from all sources as previously.

Pybuthrin Concentrate, an insecticide not for agricultural pests is now included in Tariff Item 246(6) and is imported free of duty from all sources.

(*Continued on next page*)

South Africa (*Continued*)

Pressure Cookers, Percolators (Non-Electric) have been transferred from Tariff Item 113(1) (Hardware n.e.e.) to Item 102(c) (Hollowware, n.e.e.). The duty becomes 15 per cent. *ad valorem* (Britain) and 20 per cent. *ad valorem* from all sources as previously.

The following Customs Tariff changes are consequent upon Amendment List No. 43 to the Customs Tariff Guide published in Government Notice No. 151 and are thus additional to the changes notified on page 813 of the *Board of Trade Journal* for April 5, 1963.

Insulating Plastic Sheets for electrical purposes have been transferred from Tariff Item 119(a) to item 205 (1) (c) (iv). The duty becomes 20 per cent. *ad valorem* from all sources instead of free of duty (Britain) and 5 per cent. *ad valorem* from all other sources.

Insulating Tubes, plastic for covering electric cables have been transferred from Tariff Item 119 (a) to item 205 (1) (e). The duty becomes 20 per cent. *ad valorem* from all sources instead of free of duty (Britain) and 5 per cent. *ad valorem* from all other sources.

Customs Tariff Applications

CUSTOMS TARIFF Application List No. 335 published as Government Notice No. 231 in the Republic of South Africa *Government Gazette* of April 11, 1963, states that the Board of Trade and Industries has received the following applications affecting the Republic's Customs Tariff.

For an increase in duty on:

Wire nails provided for under item 87(2) from 20 cents per 100 lb to 100 cents per 100 lb.

Where British trade organizations are thought to be interested in the above applications they are being informed, and it is suggested that any British firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization should get in touch with that body in the first instance. Firms proposing to make independent representations to the South African Authorities and desiring further information relating to the above, should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference C.R.E. 4437/63.

For the withdrawal of rebate facilities on:

1. Sulphite paper (unprinted) for the manufacture of printed paper bags, i.e. the withdrawal of rebate item 591(4) of the Second Schedule to the Customs Act.
2. Handbag frames, used for the manufacture of handbags, as provided for under item 541(e).

It is expected that the South African industries at present enjoying these rebates will submit evidence in favour of their retention, but if any British interests affected should consider that they have evidence on the matter not likely to be available to the South African Board of Trade and Industries they should communicate with the Commercial Relations and Exports Department as above, quoting reference (1) C.R.E. 4438/63; (2) C.R.E. 4439/63.

EQUATORIAL AFRICAN CUSTOMS UNION

Customs Tariff Modifications

THE GABONESE *Journal Officiel* of January 15, published the following amendments to the Equatorial African Customs Union entry duties:

Tariff No.	Description	New rate of duty
93-07	Projectiles and munitions, including mines, parts and spares, including buckshot, small shot and cartridge wads:	
19	(B) Other projectiles and missiles	50%
09-02	Tea:	
01	Green	40%
11	Black	35%
22.03	Beers	36%
22.05	Wine of fresh grapes; grape must with fermentation arrested by addition of alcohol:	
	(A) Wines (other than liqueur wines and the like, and sparkling wines) obtained exclusively from the fermentation of fresh grapes or the juice of fresh grapes, excluding fortified wines,	
09	presented in bottles, flasks, jars, flagons, etc., containing 3 litres or less	35% (i)
	(i) With a minimum levy of 25 francs per litre.	

The following amendments apply only to the Central African Republic and the Republics of Congo and Chad:

17-01	Beet sugar and cane-sugar:	
	(A) Raw sugar:	
	For refineries	Exempt
	Other	30%
	(B) Refined sugar	44%

The French text of these announcements may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

NIGERIA

Customs Tariff Amendment

THE *Board of Trade Journal* notice published on April 19, 1963, (page 914) sets out a number of amendments to the Nigerian Customs Tariff.

Item 45 (Piece-goods) of the First Schedule (Import Duties) should now read:

Item No.	Goods	Rate of Duty
45	Piece-goods:	
	(1) (d) Unbleached grey baft imported for use exclusively for the production of printed cotton fabric by a manufacturer approved in that behalf by the Minister	
	the square yard	1·8d.

European Newspaper and Periodical Guide

The 1963 edition of 'Overseas Newspapers and Periodicals Guide Book', Volume 1, Europe, is now available from Publishing and Distributing Co. Ltd., Mitre House, 177 Regent Street, London, W.1. Price 30s. (by post 31s. 4d.).

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FEDERATION OF RHODESIA AND NYASALAND

Customs Tariff Changes

FEDERAL GOVERNMENT Notice No. 115 published in the Federation of Rhodesia and Nyasaland *Government Gazette* of April 5, 1963, sets out the following amendments to the Customs Tariff with effect from that date. Britain pays the Column D rate of duty:

Tariff Item	Item	Duty A	Duty B	Duty C	Duty D
46	Vegetables: By the repeal of paragraph (a) and by the substitution therefor of the following paragraph: (a) Fresh or green, including pulses, n.e.e.:				
	(i) Mushrooms . . per lb.	£0 1s. 0d.	£0 1s. 0d.	£0 1s. 0d.	£0 1s. 0d.
	(ii) Other . . . per lb.	£0 0s. 1d.	£0 0s. 1d.	£0 0s. 1d.	£0 0s. 1d.
134	Pipes, piping, tubes, tubing and fittings; of metal or substitutes therefor: By the repeal of paragraph (e) and by the substitution therefor of the following paragraph: (e) Cocks and taps, water meters, and pipe and hose fittings, n.e.e.:				
	(i) Connectors and traps: copper or lead . . *ad val.*	20%	15%	10%	10%
	(ii) Other . . . *ad val.*	10%	5%	Free	Free

FEDERATION OF MALAYA

Customs Tariff Amended

THE BOARD OF TRADE have been informed by cable from Malaya that, with effect from April 18, 1963, the import duties on matches have been increased. The new rates of duty are as follows:

Code No.	Description	Unit	Rates of Duty	
			Full	Preferential
			$ cts.	$ cts.
899 321	Matches (excluding Bengal matches): in containers holding not more than 10 matches	per 100 containers	·80	·80
899 322	in containers holding over 10 but not over 20 matches . . .	,,	1·60	1·60
899 323	in containers holding over 20 but not over 50 matches . . .	,,	4·00	4·00
899 324	in containers holding over 50 but not over 75 matches . . .	,,	6·00	6·00
899 325	in containers holding over 75 matches .	per 100 containers for each 25 sticks or part thereof in each container	2·00	2·00

SINGAPORE

Pioneer Industries Ordinance

THE BOARD OF TRADE have been informed by cable that the Singapore Government propose to declare the following industry and product to be a Pioneer Industry and Pioneer Product under the Pioneer Industries (Relief from Income Tax) Ordinance, 1959:

Industry	*Product*
Manufacture of industrial paper bags.	Industrial paper bags.

This notice means that the Minister of Finance is satisfied that the product mentioned above should be made in Singapore. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from Singapore Income Tax for a period of five years. Any person may object to the making of the proposed Order by giving notice in writing to the Minister of Finance on or before May 19.

The Singapore Government have also declared the following to be a Pioneer Industry and Pioneer Product under the above mentioned Ordinance:

Industry	*Product*
Manufacture of organic fertilizer.	Organic fertilizer from animal waste products.

A preliminary notice of the intention of the Singapore Government to designate this product appeared in the *Board of Trade Journal* of March 8, 1963, page 594.

Further inquiries about the Pioneer Industries legislation may be made to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2317), quoting reference C.R.E. 6197/2G.

Prohibition of Imports

THE BOARD OF TRADE have received a copy of Notice to Singapore Importers No. 166, dated April 11, 1963, which states that the Prohibition of Imports (Cigarette Lighters of Specific Shapes) Order, 1963, prohibits the importation into Singapore from any country or territory, including the Federation of Malaya, of cigarette lighters which are in the shape of a pistol or revolver. This Order, which came into force on April 11, 1963, revokes all existing import licences for these goods.

The Order does not apply if it is proved to the satisfaction of the Controller of Imports and Exports that:

(a) the goods were consigned to Singapore before April 11, 1963, and will be arriving on or before May 24, 1963; or

(b) an irrevocable letter of credit was issued before April 11, 1963, in respect of these goods and that the goods have been or will be shipped before the expiry of the irrevocable letter of credit; or

(c) the goods are imported into Singapore for the purpose of transhipment, i.e., they are consigned on through bills of lading from a place outside Singapore to a destination outside Singapore.

Importers who have already established irrevocable letters of credit in respect of the above mentioned goods were asked to produce documentary evidence of the establishment of such letters of credit to the Controller and Registrar of Imports and Exports in Singapore within seven days of the issue of the Notice to Importers.

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AUSTRALIA

Tariff Changes

CHANGES have been made in the Australian Tariff affecting the rates of duty payable on paper, air-cooled internal combustion engines, olive oil and edible peanut, palm, cotton seed, maize, sunflower seed and soya bean oils.

Details of these changes will be published in the *Board of Trade Journal* as soon as possible, and meanwhile may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

Tariff Board Inquiry

THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of: **Precision ground ball bearings** (Tariff Items 176 (A) and 359 (D) (3)).

Details of the Tariff Items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	British Preferential	Most-Favoured-Nation	General
176	(A) Ball or roller bearings, not being roller-bearing or ball-bearing plummer or hanger blocks:			
	(1) Tapered roller bearings. *ad val.*	17½%	25%	25%
	(2) Other *ad val.*	Free	12½%	12½%
359	VEHICLE PARTS, viz.:			
	(D) Vehicle components whether the Tariff otherwise provides or not (excepting when imported separately:			
	lamps covered by Item 181 (D) (1) (b)			
	commutators and parts therefor			
	tapered roller bearings and parts therefor			
	and excepting the following components whether imported separately or otherwise:			
	batteries covered by Item 180 (G) (2)			
	cigarette and cigar lighters and parts therefor			
	radio and television receivers and transmitters and parts therefor			
	sparking plugs covered by Item 180 (H) and parts therefor			
	tyres and tubes covered by Item 333)			
	for use as original equipment in the assembly or manufacture of vehicles of the types covered by Item 360 (D).			

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than May 14, 1963.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference No. C.R.E. 4468/63.

PANAMA

Customs Tariff Changes

BY DECREE No. 30 of February 6, 1963, published in the Panamanian *Gaceta Oficial* on February 18, and effective 60 days thereafter, the following changes have been made in the Customs Tariff:

Tariff No.	Description	Unit	New Duty	Old Duty
			(Balboas)	
552-01-12	Pomades and liquid shampoos for the hair	Gross Kilo	0·50	0·25
552-01-13	Paste and cream forms of dentifrices (New Headings)	Gross Kilo	0·85	10% *ad val.*

ARGENTINA

Modifications to Import Lists

ARGENTINE GOVERNMENT Decrees Nos. 853, 854, and 859 of January 31, and 1842 of March 11, add the following items to the lists attached to Decree No. 5439/59, see *Board of Trade Journal* of May 29, 1959, page 1278:

Tariff No.	Item	List No.
Decree No.	853.	
4280	Viprynium methylsulphate	2
4280	Viprynium chloride	2
4280	Viprynium bromide	2
4774	Sal piperacinica de la hidrazona del acido evulinico de la cianacethidracida ('Certuna'). [Given in the original Spanish as this chemical cannot be identified]	2
1593	Emulsion of mineral pitch in water, containing finely divided inert matter ('Black Top Seal')	5
4280	Polythiazide	2
4882	*NN'*-Di-(*p*-isoamyloxyphenyl)thiourea ('Isoxyl')	2
Decree No.	854.	
4889	Solid composition of special solid petrolatum (90%) and beeswax (10%) ('Aeroshell Compound No. 5')	5
4662	Lanolin which has been modified to reduce its melting point	5
4262	Solution of butylated hydroxytoluene and butylated hydroxyanisole in vegetable oils ('Tenox-4')	5
4788	Insecticide powder containing 2·04% of pyrethrins	5
5039	Medicinal powder, antiasthmatic ('AM-49')	3
4852	Liquid composed of a solution of sodium silicate and a non-reducing carbohydrate ('Fosseco')	5
4744 bis	Solution of phthalate polyester resin in styrene ('Setarol 3063')	5
4756	Solid composed of paraffin and animal wax ('Dewanil Wax OP')	5
4271	Paste with the properties of the sodium salt of a sulphinic acid derivative mixed with water ('Rongal A')	5
4744 bis	Paste of semi-polymerized acrylic resin with an aqueous ammoniacal solution ('New Texapret C')	4
4842	Powder with the character of a partially modified flour of vegetable seeds ('Diaprint NSG')	5
4280	8-Chlorotheophylline	2
4280	5-Hydroxy-7, 3', 4'-tri (hydroxyethyl)-3-rutinosidoflavone ('Vitamin P4')	2
4271	3-Chloro-6-sulphanilamidopyridazine	2
4280	17β-Hydroxy-17α-methylandrost-4-en-3-one acetate	2
4271	Sulphaethidole	2
4280	10-[3-(4-Methylpiperazin-1-yl)propyl]phenothiazine ('Perazine', 'Taxilan')	2
4280	1-*p*-Hydroxyphenyl-2-methylaminoethanol ('Simpatol', 'Sinefrin', 'Parasimpatol')	2
Decree No.	859.	
4284/5	Ethanediol	3
5063	Solutions in oil or water of *N*-propyl 3, 5-di-iodo-4-pyridon-1-ylacetate	2
4284/5	Monoethanolamine	3
4271	Product with a basis of silica and alumina for chemical catalysis	2
4885	Hexamine citrate only	2
Decree No.	1842.	
1160	Stainless steel wire, up to 0·50 mm. diameter, not polished	2
1322	Phosphor bronze cable, diameters 5 × 0·18 mm. and 6 × 0·10 mm. to 6 × 0·24 mm.	2
1317	Phosphor bronze wire, half round, gauges 1·5 × 0·8 mm., 2 × 0·8 mm. and 3 × 0·8 mm.	2

Import of Textile Machinery

ARGENTINE GOVERNMENT Decree No. 1843 of March 11 provides for a surcharge of 40 per cent. on imports of automatic looms with pirn changing motion 1 to 4 colours and width from 1·06 to 2·06 metres, suitable for weaving light weight and medium weight silk and synthetic materials, cotton and mixtures.

COLOMBIA

Customs Tariff Amendment

BY A RESOLUTION issued by the Colombian National Council of Customs Policy, dated February 25, 1963, the Customs Tariff has been amended as follows:

Item No.	Description	Duty	
		In Ps.	*Ad val.*
72	Oats	0·30	+10%

CHILE

Reduced Tax on Polyamide Resins

THE REDUCED rate of tax payable on polyamide resins imported into Chile, reported in the *Board of Trade Journal* of April 19, (page 917), should be 3 per cent., not 30 per cent. as stated.

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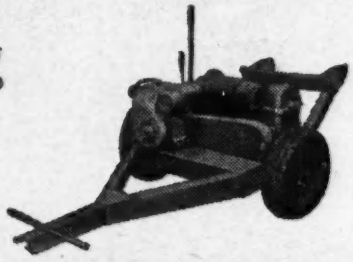

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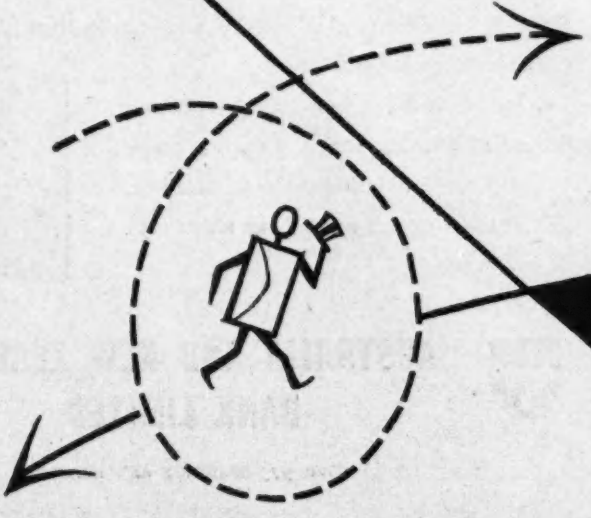

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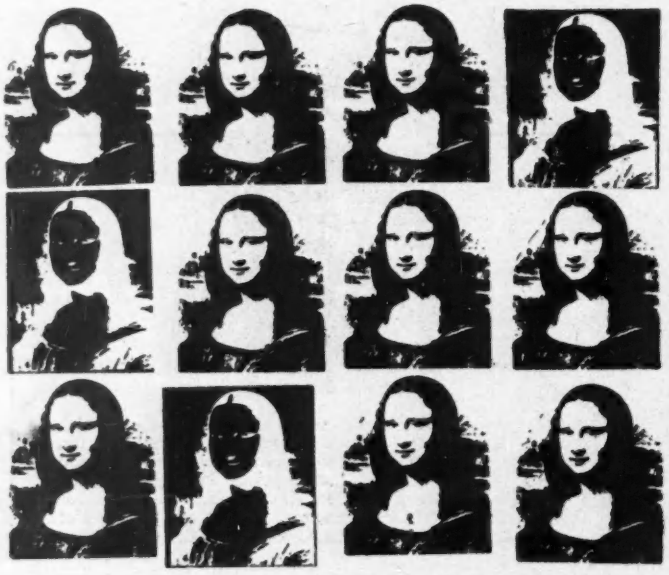

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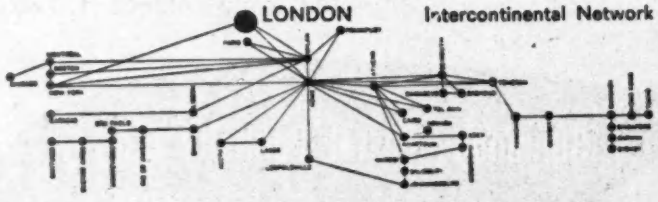

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URUGUAY

Lifting of Import Ban

THE *Board of Trade Journal* of March 29 (page 728) reported that Uruguay had suspended for ninety days the import of goods subject to forty and seventy-five per cent. surcharge. The Embassy in Montevideo now report the lifting of this ban and the following modifications to the Uruguayan import system:

A 20 per cent. minimum surchage is imposed on all imports previously free of surcharge with the exception of certain essential items specifically mentioned. These include a variety of products essential to agriculture, certain raw materials, all fuels, many pharmaceutical raw materials, certain pharmaceutical products, medical equipment, aircraft and special tyres. Imports of industrial, agricultural and construction machinery may also be exempted from the minimum surcharge on recommendation of a Special Advisory Committee on Surcharges.

The former 40 per cent. surcharge is increased to 60 per cent. and the 75 per cent. to 100 per cent.

Credit terms for imports of all products subject to surcharges higher than the 20 per cent. minimum may not exceed 120 days from the date of embarkation. This limitation appears to apply only to imports registered after the date of the new decree (April 14).

Importers may cancel within 30 days, without payment of the usual fine, import declarations on goods affected by new rates of surcharge.

Further details of the new regulations will be published, if necessary, when the actual decree is received.

JAMAICA

Import Licensing Arrangements

THE LIST of exceptions to the Jamaica Open General Licence (see *Board of Trade Journal*, April 28, 1961, page 1044) is further amended by the addition:

Item 73. Manufactures of metal for use in making furniture (excluding nuts, screws, bolts, wire, springs, helicals, castors, rivets, unbent tubing, raw sheet metal, drawer pulls).

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

CANADA

Tariff Board Hearing on Wire and Wire Products

AN ANNOUNCEMENT about this inquiry was published in the *Board of Trade Journal* of December 21, 1962, page 1301. The Canadian Tariff Board has now given notice that the public hearings will be held at 219 Argyle Avenue, Ottawa, Ontario, on the following dates: *Monday, November* 4, *at* 10.00 *a.m. and Tuesday, November* 12, *at* 10.00 *a.m.*

Commencing November 4, and continuing on November 12 and thereafter if necessary, representations will be heard respecting wire and wire products other than those for the manufacture of or use as conductors of electric current. Representations respecting wire and wire products for the manufacture of or use as conductors of electric current will be heard following the other representations but, in any event, will not be heard prior to Tuesday, November 12.

Proposals for the wording of tariff items and the rates of duty or for the retention of existing items and rates of duty should be filed with the Tariff Board not later than Wednesday, September 4.

Briefs or submissions containing relevant facts and argument in support of such proposals should be filed not later than Friday, October 4.

Proposals and briefs should indicate the reference number (132), the tariff number or numbers involved, the name and address of the interested party, and one copy should be officially signed.

One hundred and fifty copies of proposals and briefs should be filed with the Secretary, Tariff Board, Ottawa; these will be distributed to interested parties *on request* to the Board's Secretary. Persons attending the hearing should bring with them any notices, proposals or submissions which they may have received as additional copies are unlikely to be available at that time.

Persons proposing to attend the hearings should notify the Secretary of the Tariff Board not later than October 18.

'Made in Canada' Ruling

THE FOLLOWING ruling has been made for Customs purposes:

Of 'a class or kind made in Canada':

Paradichlorobenzene (1, 4-dichlorobenzene).

(Ruling effective May 6, 1963).

The above information is contained in Canadian Department of National Revenue Memorandum Series D51-33-1 dated April 5, 1963.

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THE CITY OF STEEL SELLS TO SWEDEN

Sweden has the highest living standards in Europe and a population of 7½ million to enjoy them. The country extends for nearly a thousand miles, from the fertile plains of Skåne in the south to well above the Arctic Circle, where the sun shines all through the night during the summer. Nearly 100,000 lakes cover 8.6% of the land area.

The nation's prosperity stems from her important natural resources—forests, iron ore, water power and on Swedish industry which includes engineering, shipbuilding, chemicals, textiles and food. Agriculture accounts for 4% of the gross national product and only 9% of the country is arable.

Sweden imports materials for her industrial manufactured goods from other countries. Sheet steel and tinplate from 'The City of Steel,' the great works of The Steel Company of Wales at Port Talbot, are among her British imports.

Last year this Company's direct exports to countries all over the world, including Sweden, amounted to £35 million. This included 45% of Britain's sheet steel and 75% of her tinplate exports. These figures were achieved in the face of heavy competition.

MORE WHEELS—MORE STEEL This is the Volvo 122S: Its makers import sheet steel from The Steel Company of Wales for use in its sleek bodywork.

NATION ON WHEELS Every second family with children has a car. High quality sheet steel, imported from The Steel Company of Wales, is used for the Saab, seen above in the new town of Farsta.

YOUNG OUTLOOK One p.m.—and these Stockholm high-school girls gather in the Kungsträdgården cafe for a midday break. Their favourite beverage is coffee. Much of the coffee used in the catering trade and in Swedish homes is packed in cans manufactured by A.B. Plåtmanufactur. The Steel Company of Wales supplies tinplate to them.

STEEL ON THE UNDERGROUND Stockholm's Tunnelbana is the world's latest underground system. A new line is being constructed. Most of the coaches have been built by A.B. Svenska Järnvägsverkstäderna using sheet steel from Port Talbot.

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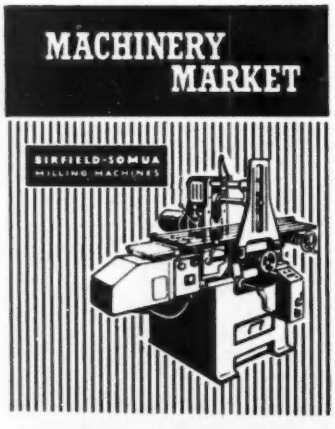

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